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American Druggist and Pharmaceutical Record.

"America's Leading Drug Journal."

Founded 1871

Vol. XXXI. No. 5. Whole No. 382. | 27th Year. NEW YORK AND CHICAGO, SEPTEMBER 10, 1897. Entered as second-class matter at the New York Post Office. Semi-Monthly.

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Acetanilid Morphine Bismuth Sub Nitrate
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And an assortment of fine Medicinal Chemicals.

Appreciating the preference that the trade generally seem disposed to give to our brand, we take this opportunity to assure our friends that our vigilance shall not be relaxed for a moment, so that the quality of our products may never be questioned.

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Our soaps are made from pure, neutral, white soap and contain no sugar, starch, silicate or filling material, nor do we add any coloring or pigment whatever. We guarantee that the percentage of medicament has been added as per label, and well mixed before pressing and stamping. List on application.

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At this time of the year, owing to the variable atmospheric conditions, gouty persons are especially liable to exacerbations of the disease. As a means of rapidly relieving the attacks of gout and preventing recurrences, recent experience has assigned a prominent place to Lycetol-Bayer Gout Water, which acts as an agreeable, safe and reliable uric acid solvent and anti-arthritic.

Dosed Powders of PHENACETINE, SULFONAL, TRIONAL.

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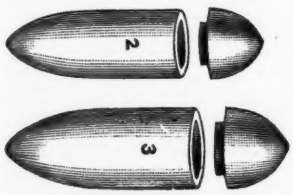
We take this opportunity to state that the capacity of the 4-oz. bottle has been increased to hold considerably more than twice the capacity of the 2-oz. bottle.



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No. 4711 Essence of Rhine Violets.
Wonderfully delicate and remarkably lasting. Has all the true odor of fresh, natural violets.

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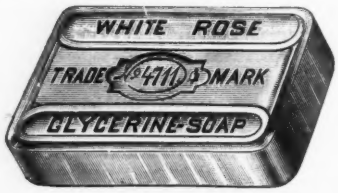

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A delightful article of the toilet. Restores the youthful color to gray or faded hair. Makes the hair GROW. Tones the scalp. Removes dandruff.

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A HIGH GRADE TOILET SOAP, PERFUMED IN ALL THE LEADING ODORS.

AN INDIVIDUAL CAKE OF SOAP IN A CLEAN, DRY, WATERPROOF RUBBER BAG.

IT'S AN IMMENSE SELLER, FOR TRAVELERS APPRECIATE AND DEMAND IT.

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INSURES WHITE TEETH, HARD GUMS AND SWEET BREATH.

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All kinds of Show Cases Carried in Stock.

Specify your wants and send for Catalogue.

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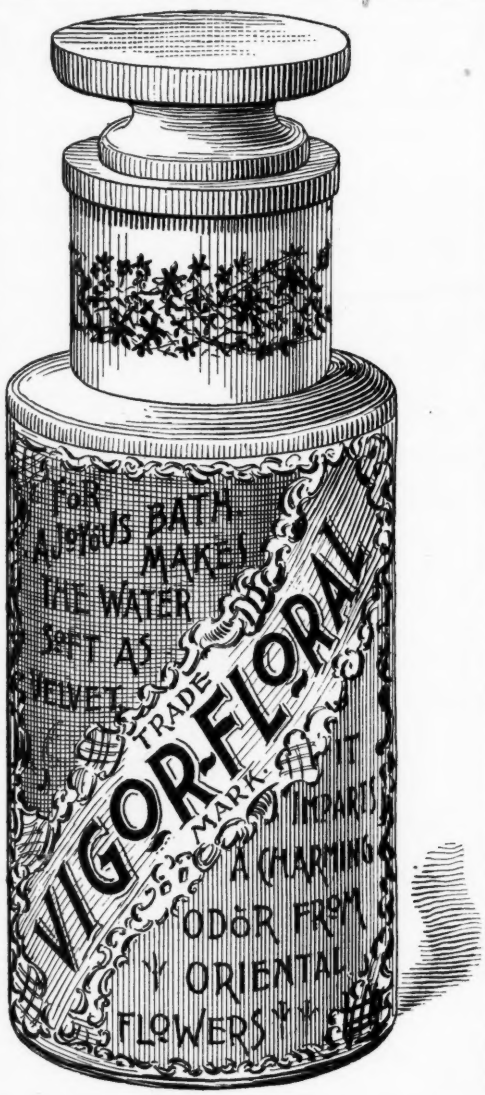

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The New... Toilet Requisite.

An original creation. Original in odor, original in the way it is to be used, original in the attractiveness of the package.

We are doing a large amount of advertising to the public.

We confidently expect druggists to be ready to supply the demand we are creating.

We Seek to Protect the Druggist

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We are open to suggestions on this point.

Any Druggist who will display a bottle on his show case will sell it. One sale makes a permanent customer. Send sample order to your jobber.

INTERNATIONAL PERFUMERY CO.,

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Shop Furniture Bottles With Enameled Labels.

We desire to call your particular attention to a new line of Labeled Shelf-Ware.

The labels are burned in the bottles and are part of the glass. They are flush with the surface of the bottles and do not project as do the ordinary glass labels; neither do they have any corners to collect dust and dirt as in the recess bottles. They are indestructible, and, as they are part of the bottles, of course will last as long as the bottle does. They are neat in appearance and very distinct.

They are all made with white ground, black letters in straight lines and gold border. The shape of the label can be varied, as shown by cuts.

The bottles are made in two qualities, Roundshoulder Mushroom Stopper and Roundshoulder Imperial Stopper (imitation cut).

All work is done to order. Labeled bottles are not carried in stock.

We are prepared to quote on any special bottle with enameled labels when wanted in quantity.

We show the two styles of Shop Furniture Bottles we can furnish.

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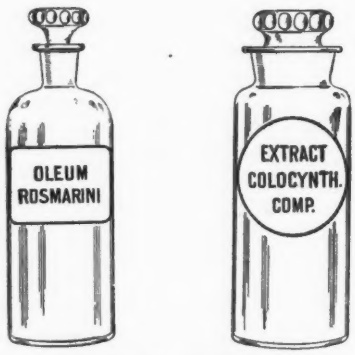

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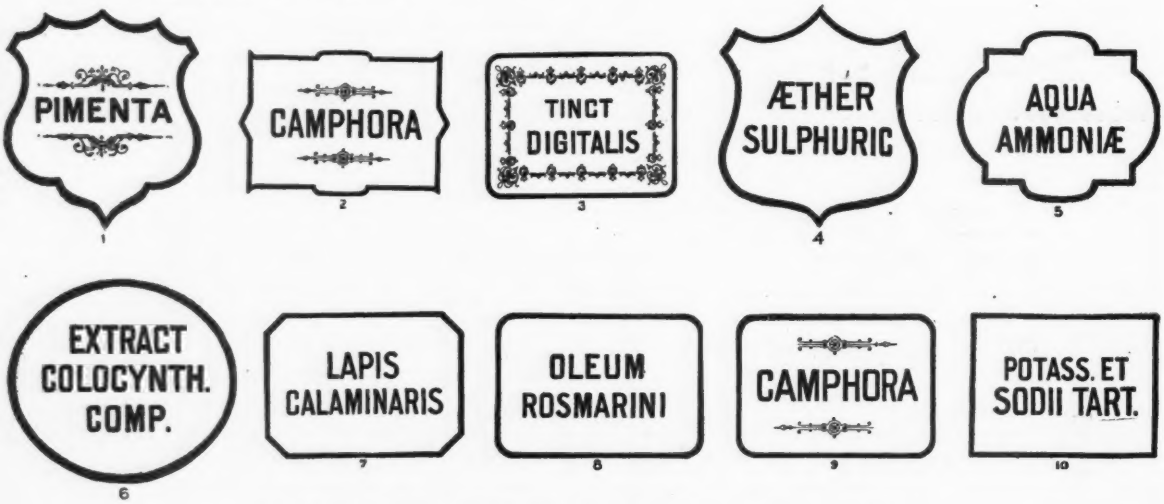
The following show the styles of Labels we can furnish:



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Every Man knows what it means to shave after semi-parboiling his face by exposure to the sun ; and

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The Druggist

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SUCH AN ANTIDOTE IS

Baborol Powder.

(PERFUMED.)

In one-ounce screw-cap bottles, retailing at 20 cents, and in one-pound screw-cap jars, retailing at $1.00.

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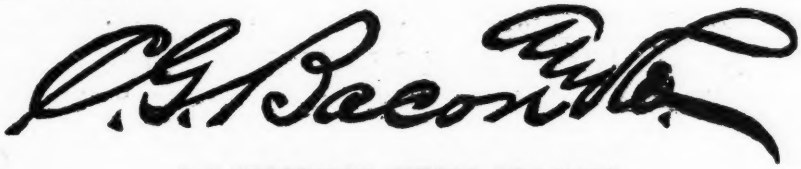
Let us hear from you soon, as this hot summer weather is THE time for BABOROL POWDER.



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Druggists using Fluid Extracts for manufacturing their elixirs, syrups and tinctures will find ours the most satisfactory line in the market.

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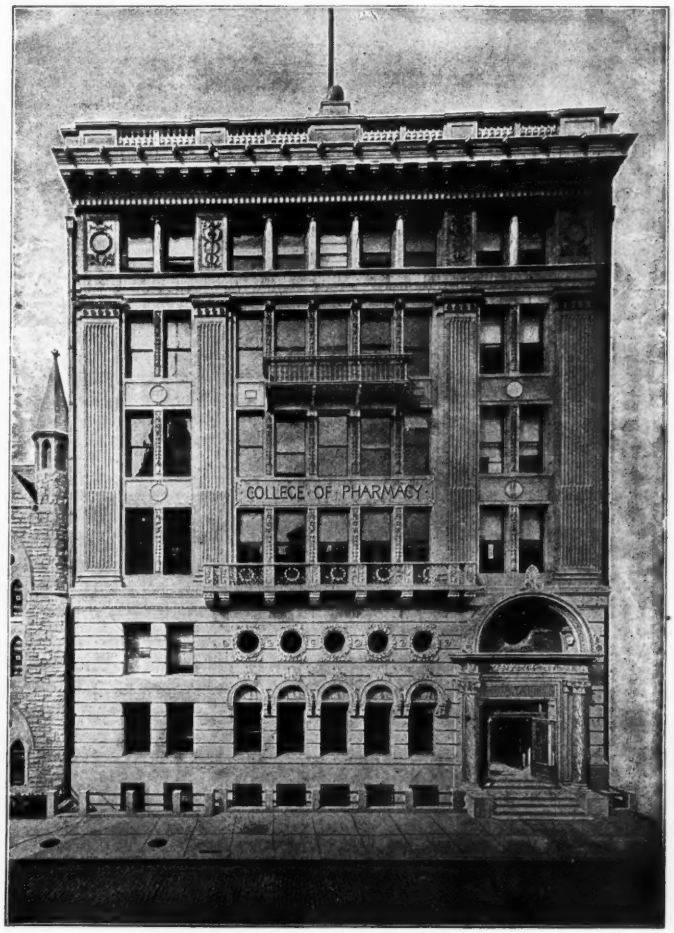

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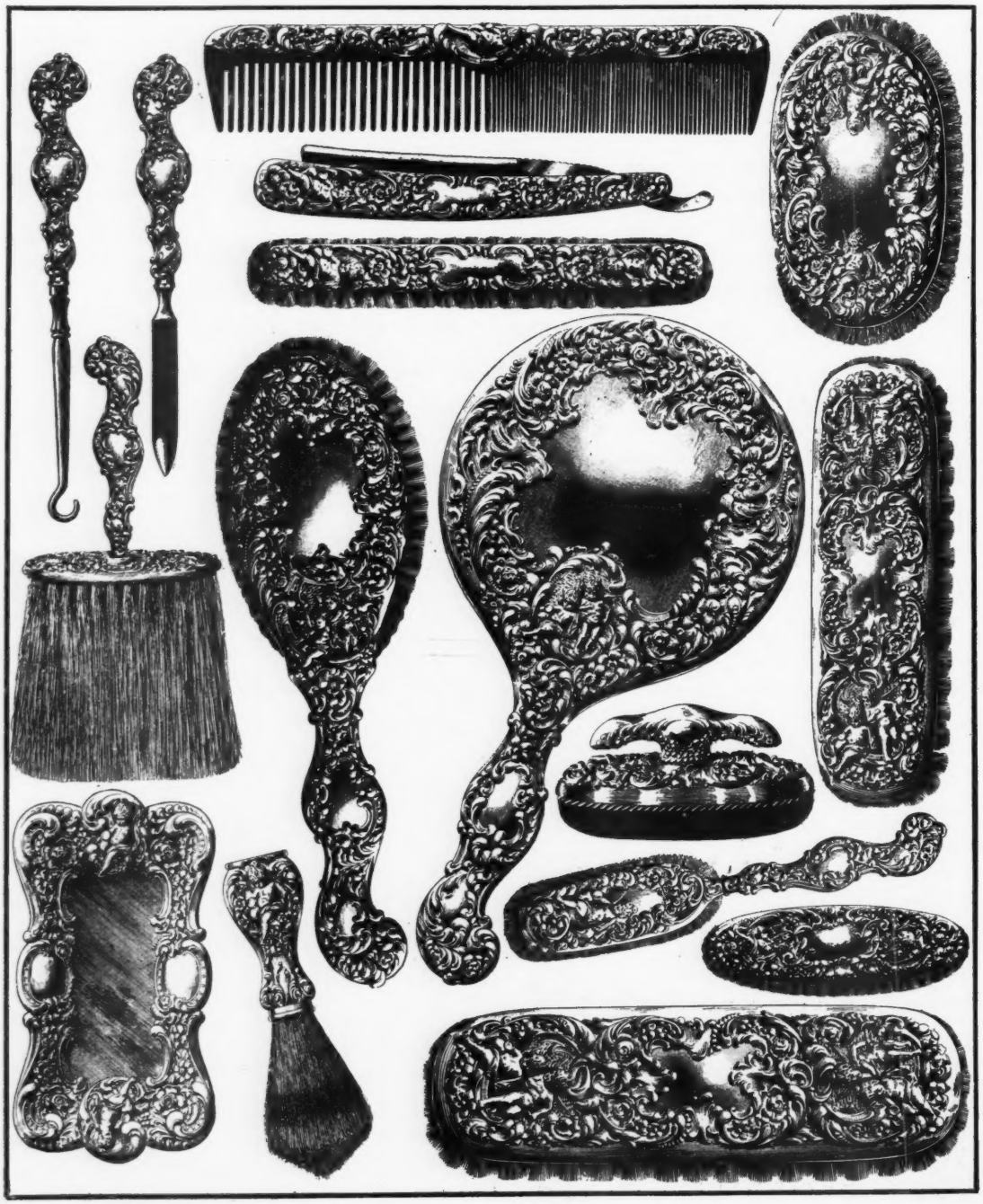

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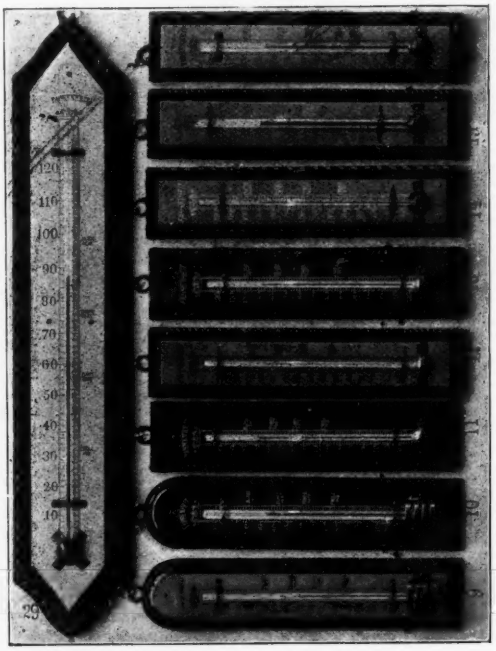

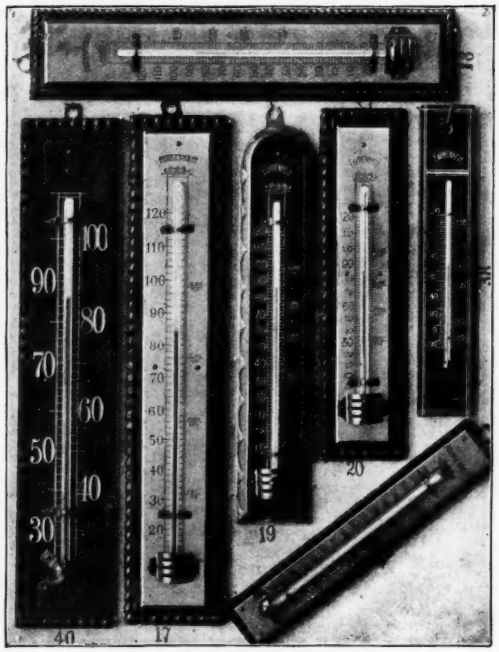

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22 & 24 North William St.,

ESTABLISHED 1855. NEW YORK.

FREDERICK STEARNS & CO.

Short Talks on Pharmacal Subjects—No. 23.

August 17, '97.

COD LIVER OIL.

"AUTHORITIES AGREE that long before they came in contact with civilization, the Greenlanders, Laplanders and Esquimaux employed Cod Liver Oil as a medicine. The method used by these primitive people in catching the fish and obtaining the oil was exceedingly crude. The livers after being taken from the fish were exposed to the sun until the liver substance was gradually disintegrated and the oil exuded. The introduction of iron vessels, which occurred later, rendered the application of heat possible, and a larger amount of oil was obtained. The improvement in the process was one of quantity, but it is a question whether it was one of quality. In 1853 a new process for the manufacturing of Cod Liver Oil was introduced, known as the steam process. The colorless oil produced by it was so completely different from the light brown oils hitherto in use and manufactured by the old process, that, according to its inventor, it was difficult to get people to believe that it was Cod Liver Oil at all. With the advent of the steam process there has not only been a great change in the color of the medicinal Cod Liver Oil from light brown to a very pale straw color, but something has been left out of the oil, namely, what is known by chemists as extractive matter. Richter, Schenck, De Jongh, Trousseau and Pidoux, Walsche, Oberghaus, Bouchardat, and a great number of other French, Dutch and German medical men, consider the light brown Cod Liver Oil to be the most efficacious, and while it is admitted that the pale oil is more sightly in appearance, some of the best European physicians of to-day are protesting against it, and urging with good show of reason, that the active curative constituents which distinguish Cod Liver Oil from other oils and fats, such as butter, cream, the fat of meat, etc., etc., reside in the extractive matter left out of the oil by the modern steam process. They are accordingly prescribing the light brown oils of De Jongh, Isdahl, *et al.*, and claim to obtain much better therapeutic effects therefrom.

"Now, when it is considered that the reputation of Cod Liver Oil was made several hundred years before the advent of the steam process, and that during all these years it maintained its high position as a medicinal agent, it must be admitted that the old-time Cod Liver Oil possessed great value. Many of the virtues ascribed to Cod Liver Oil cannot be accounted for on the plea that it is simply a valuable fatty food, because no other fat has produced the same effects on the system as the oil derived from the liver of the cod. Since 1822 leading scientific men in various parts of the world have been investigating the subject of Cod Liver Oil chemistry for the purpose of ascertaining, if possible, to what principle or principles the peculiar alterative or stimulating properties of the oil were due. These researches have finally established the fact that the source of the extractive matter found in the oil is the liver parenchyma and its occurrence in the oil is purely incidental. The fatty matter consists of nothing but fat, while the extractives contain the peculiar principles which have given Cod Liver Oil its great reputation as a therapeutic agent for so many centuries."

The above is an excerpt from our brochure, "From Source to Finish," which gives a detailed description of the preparation of Wine of Cod Liver Oil. This little book we will gladly mail to any pharmacist who may be interested enough in the subject to write to us for a copy.

FREDERICK STEARNS & CO., Manufacturing Pharmacists,

DETROIT, MICHIGAN, U. S. A.

Windsor, Ont. **London, Eng.** **New York City.**

EASTERN OFFICE AND DEPOT: **Frederick Stearns & Co., No. 1 Platt St., N. Y.**

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Bicycle Seats
Butterfly Bicycle Seat Co., Chicago, Ill.

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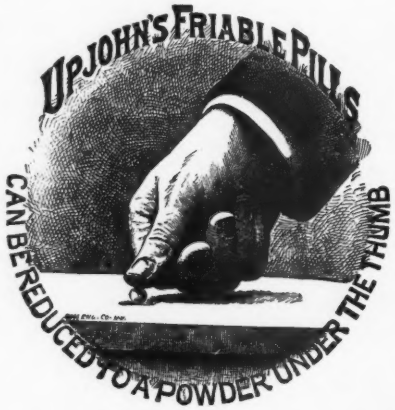
Tilden Co., The, New Lebanon, N. Y.
Wampole, Henry K. & Co., Philadelphia.

PILULAE PERPETUAE.

Pills (bullets) of metallic antimony were used in olden times to induce cathartic action. A contemporary writer says: "So little is the erosion from the surface of these pills in their passage through the human system that they can be recovered and used over and over again." Hence, they were known in the early Pharmacopoeia as *Pilulae Perpetuae.* Not unlike these are many *mass* pills of to-day, both in penetrating qualities and the fact that they depend on "erosion" from their surface for what little action they may possess, and, as many of them display similar resistance to solvents, they might be styled the modern *Pilulae Perpetuae.* Contrast these with Upjohn's Friable Pills. Pills made by our process exhibit the medicinal ingredients to the digestive apparatus in a form offering the least resistance to assimilation. Specifications on your orders should indicate whether you wish Friable Pills or the "solid kind."



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Johnson & Johnson, New Brunswick, N. J.
Seabury & Johnson, 59 Maiden Lane, New York.

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Hansen's, Chr., Laboratory, Little Falls, N. Y.
Hanson, W. T. Co., Schenectady, N. Y.
Hiscox, F. Co., 853 Broadway N. Y. City.
Hunyadi Saits Co., St. Louis, Mo.
Jayne, Dr. D. & Son, Philadelphia.
Lambert Pharm. Co., St. Louis, Mo.
Lawrence, Williams Co., Cleveland, O.
Munyon, H. H., Remedy Co., Phila., Pa.
Phenique Chemical Co., St. Louis, Mo.
Pillow Inhaler Co., Philadelphia, Pa.
Scott & Bowne, New York City.
Sen-Sen Co., Rochester, N. Y.
Shibley's Kilodorine, 42 E. 23d St., N. Y. City.
Smith, Kline & French Co., Phila., Pa.
Stearns' Electric Paste Co., Chicago, Ill.
Sultan Drug Co., St. Louis, Mo.
The Turners, Philadelphia, Pa.
Violet Mfg. Co., Chicago, Ill.
Wells, E. S., Jersey City, N. J.

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Rubber Goods
Goodyear Vulcanite Co., 353 B'way, N. Y.
Mattson Rubber Co., 241 Greenwich St., New York.
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Show Cases
Enterprise Fixture Co., Chicago, Ill.
Heyman & Co., Grand Rapids, Mich.
Phillips, John & Co., Ltd., Detroit, Mich.
Revell, Alex. H., & Co., Chicago, Ill.
Rochester Show Case Works, Rochester, N. Y.

Silverware
Unger Bros., Newark, N. J.

Soap
Evans, George E., New York City.
McGrath, E. J., 108 Greenwich St., N. Y.
Mulhens & Kropff, New York City.
Starace, Achille, 76 Pearl St., New York.

Soda Fountains
Lippincott, Chas. & Co., Philadelphia.
Low Art Tile Co., Chelsea, Mass.
Matthews, John, Apparatus Co., 449 First Ave., New York.
Puffer, A. D. Sons Co., Boston.
Tufts, Jas. W., Boston.

Soda Water Supplies
Chocolate Cooler Co., Grand Rapids, Mich.
Erie Specialty Mfg. Co., Erie, Pa.
[illegible]x. Fultz [illegible]o., 56 Park Place, N. Y.
[illegible]Jahill, [illegible]m J., Buffalo, N. Y.
[illegible]risson, Plummer & Co., Chicago, Ill.

Ste[illegible]izers
Castle, [illegible] & Co., Rochester, N. Y.

Stopp[illegible], Sprinkler Tops, etc.
Hero Fruit Jar Co., Philadelphia.
Wirz, A. H., Philadelphia.

Store Fixtures
American Store Fixture Co., 9 Bond St., New York.
Enterprise Fixture Co., Chicago, Ill.
Revell, A. H., & Co., Chicago, Ill.
Whittle, Chas. P., Boston, Mass.

Suppositories
Pure Fruit Medicine Co., Philadelphia, Pa.
Schieffelin & Co., New York.

Syringes
Columbian Ball Nozzle Co., 133 William St., New York.
Maris, Jno. M. & Co., Philadelphia, Pa.
Mattson Rubber Co., 241 Greenwich St., New York.
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Wall Paper
U. S. Wall Paper Co., Cincinnati, Ohio.

Waters, Mineral
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Wholesale Druggists
Eimer & Amend, 205 Third Ave., New York.
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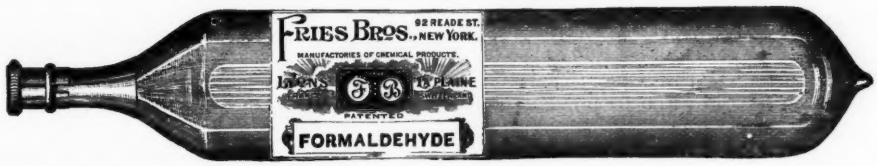
Germania Wine Cellars, Hammondsport, N. Y.
Mariani & Co., 52 W. 15th St., New York.

Wood Alcohol
Manhattan Spirit Co., Buffalo, N. Y.

The Formaldehyde Autospray.



Formaldehyde is now recognized as the most powerful disinfectant in the world. In order to allow of its use locally, without inconvenience or waste, we have put it up in our Autospray, and there is already a large demand for it in this form. The heat of the hand forces the liquid out in a spray. It is invaluable to doctors and surgeons for sterilizing their instruments. Druggists should have some in stock at once. Write for prices.

Rhodinol II.

(Synthetic Oil of Rose.)

TRADE F B MARK

A colorless liquid, the principal constituent of Natural Oil of Rose, its perfume being identical with that of the latter, with a considerable advantage in price. It is the most wonderful synthetic yet produced. Druggists will find it superior to any for making ROSE WATER. Write for prices.

FRIES BROS., Manufacturing Chemists, 92 READE STREET, NEW YORK.

Confidence.

Faith in better times stimulates business. The feelings of the people have much to do with the merchants' sales. The dealer who gets the benefit of loosening purse-strings first, depends on ability to get the confidence of the community. We in turn receive our share of patronage through the measure of confidence given us.

We believe our efforts toward satisfactory filling of orders are appreciated.

The successful druggist, alive to his interests, likes to have his goods come to him promptly; he wants all the items he orders, if possible; appreciates the best grades of everything, and he is pleased with sightly packages.

It is our constant aim to fully meet every proper requirement.

It is our policy to extend to all our customers uniformly, absolute fairness and courtesy.

No house can be more prompt to acknowledge and correct errors, when we know of them.

This is the basis on which we expect more customers and increasing trade from those now on our books. We aim to win and merit your confidence.

Morrisson, Plummer & Company,

WHOLESALE DRUGGISTS,

200 to 206 Randolph Street, - - - CHICAGO.

FREE! GIVEN AWAY!

SOLID NICKELED CASE, DETAILED SELF-ADDING CASH REGISTER.

TO THE TRADE.

With 1,000 of our best five-cent cigars at $39.00 per M., we will send free a solid nickeled case, detailed Self-Adder Cash Register, equal to registers heretofore sold for $175.00 and upwards.

The cigars are equal to any five-cent cigar on the market.

Terms, thirty days, less 2 per cent ten days.

Description of Cash Register.

Size, 21 inches high, 17 inches deep and 19 inches wide. Weight, 85 lbs. Solid nickel case of handsome design. Tablets display from both front and rear. The money drawer is highly polished inside. Both the exterior and interior of this machine are the best that can be produced. Warranted for five years. All the work is done on wheels, and it sets to zero with a key in a moment's time. The tablets are large and conspicuous—a black figure on a white enameled background. We have two styles of keyboards. When ordering please state if you use penny keys or whether five cents is the lowest denomination you use.

This is a stupendous offer, and many who read this advertisement will be incredulous.

Do not be influenced by agents of high-priced registers, but send for one of our registers and 1,000 cigars at $39.00. Then compare and *judge for yourself*, and if the register is not equal to the best in style, finish and utility, return it to us.

We assure you that everything is exactly as represented.

Very respectfully,
DETROIT TOBACCO CO.,
DETROIT, MICH.

OUR GUARANTEE.

To any responsible merchant in the United States we will ship both register and cigars on seven days' trial.

If the cigars are not satisfactory or you do not consider the register equal to any that the National Cash Register Co., of Dayton, Ohio, sell for $175.00, you can return both register and cigars to us.

Remember, $39.00 includes both the cash register and cigars.

Why pay $175.00 for a cash register when you can obtain one *free*.

Sign and return the order blank and the goods will go promptly forward on seven days' trial. If you do not find the cigars equal to any five-cent cigar in the market, and do not consider the register equal to any that the "National" Company sell for $175.00, send the goods back to us as per above terms.

ORDER BLANK.

Detroit Tobacco Co., Detroit, Mich.
Ship as soon as possible
1,000 cigars @ $39 per thousand, including one cash register.

Terms:
$18.50, 30 days.
18.50, 60 days.
$39.00

If goods do not suit, I agree to return same to you on or before seven days from date they are received from transportation company.

If goods are retained after above-mentioned time, it shall constitute the acceptance of same, and I will remit as per above terms.

Signature of purchaser .....

Town..... .....

County..... *State*..... ....

WYETH'S BEEF JUICE

Each Bottle
Represents all the Nutriment contained in Three Pounds of Selected Beef.

RETAIL PRICE
75 CENTS
PER BOTTLE

Professional Men
suffering from overwork, mental anxiety, etc., will find that one-half teaspoonful in half a glass of cold water will relieve fatigue, both of mind and body.

Fine Pharmaceutical Products

STANDARD AND ASSAYED FLUID EXTRACTS,
ELIXIRS, WINES, SYRUPS, LIQUORS.

Compressed Goods
- PILLS OR POWDERS { UNCOATED, SUGAR-COATED, CHOCOLATE-COATED.
- TABLET TRITURATES,
- HYPODERMIC TABLETS,
- OPHTHALMIC DISCS,
- LOZENGES.

Suppositories { RECTAL, VAGINAL, URETHRAL, AURAL AND NASAL } **Liquid Malt Extract**

Effervescing **Lithia Tablets,** 3 and 5 Grain.

WYETH'S EFFERVESCING **Caf-Acetan.** HEADACHE SALTS
[Trade Mark.]

PUT UP IN BULK FOR USE AT SODA FOUNTAIN.

JOHN WYETH & BROTHER, PHILADELPHIA.

☞ WRITE FOR PRICE-LIST, AND QUOTATIONS ON SPECIAL FORMULÆ.

Parke, Davis & Co.

HOME OFFICE & LABORATORIES.
DETROIT, MICH.

BRANCH LABORATORIES.
LONDON, ENG. & WALKERVILLE, ONT.

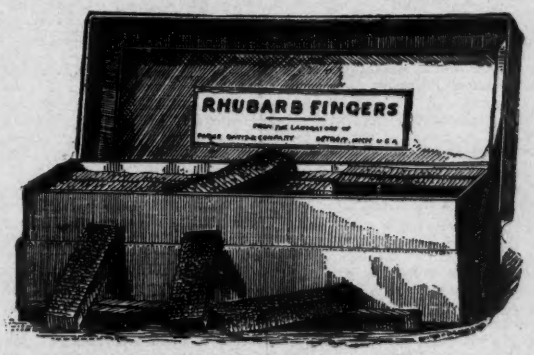
BRANCH OFFICES.
NEW YORK, 90 Maiden Lane. KANSAS CITY, 1008 Broadway.
BALTIMORE, 8 South Howard St. NEW ORLEANS, Edinburgh & Gravier Sts.

A PROFIT OF $3.75
On every 75 cents invested.

Each box contains ninety pieces of rhubarb which readily retail at 5 cents each. The price to the trade is 75 cents per box.

90 x .05 = 4.50 — .75 = $3.75.

Every pharmacist is familiar with the fact that Rhubarb Fingers or cubes, as ordinarily prepared are very wasteful, but by an improved process we not only save this waste, but are enabled to price the goods at the above figure.



Each finger is a piece of solid rhubarb of the finest quality—it isn't porous—absolutely pure and of a size convenient for the vest pocket.

Put up in neat, showy glass-covered pound boxes for counter display.

Gum arabic, Irish moss, and other emulsifying agents, not only add nothing to the therapeutic value of an emulsion, but actually retard its beneficial action, because of untoward effects on the digestive organs. Egg emulsions have long been recognized as far superior, but of course, heretofore have not been a success commercially, because of lack of permanency.

Egg Emulsion of Cod-Liver Oil, P. D. & Co., WILL KEEP. Prior to placing it on the market, we put an ample quantity through a series of practical tests extending over a period of about one year. It contains 40 per cent. of cod-liver oil, no other emulsifying agent than eggs, no flavoring but a fine quality of brandy; every ingredient is therefore a nutrient; and as to palatability, is, without doubt, the most acceptable preparation of cod-liver oil ever introduced.

SAMPLE PACKAGE FREE.

The cost is no greater than for the ordinary emulsions—$7.50 per dozen. Drop us a postal request for a sample bottle.

55 cents per ounce

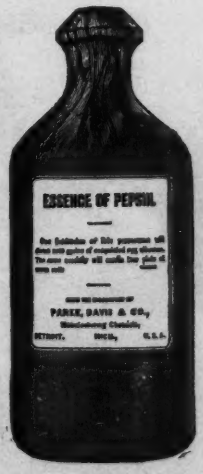
net is our price on pure, potent, permanent, perfectly soluble, PEPSIN ASEPTIC, 1-3000.

In ¼-lb. bottles,	$7.70 per lb.
In ½-lb. bottles,	7.60 per lb.
In 1-lb. bottles,	7.50 per lb.

Compare product and price with the others. On bulk business we are prepared to quote some very attractive figures.

Essence of Pepsin.

4-oz.	bottles, per doz.,	$2.60
8-oz.	bottles, per doz.,	4.25
16-oz.	bottles, per doz.,	7.50
½-gal.	bottles, per gal.,	5.00



One fluidrachm will digest 2000 grains of coagulated egg albumen. The same quantity will curdle two pints of warm milk.

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GOOD WINES

handled exclusively by retail druggists.

DUROY PORT WINE is the best known and most extensively advertised wine in the market.

Try a sample order; we will create a sale for you by our method of advertising.

Write for particulars.

ADDRESS:

THE DUROY & HAINES CO.,

SOLE PROPRIETORS.... ....SANDUSKY, OHIO.

KONSEALS

Does your store pay as well as formerly?
Do the old methods bring results?
If not, wake up and be alive.

Send to J. M. Grosvenor & Co., 52 Pearl Street, Boston, Mass., for free Formulary, and employ your junior clerk half a day a month in putting up a few counter sellers. You can easily find out how to do this, you can get printed containers free, and also advertise your store to your doctors and convince them that you are in it. For full information drop a card to J. M. Grosvenor & Co., 52 Pearl Street, cor. Franklin, Boston.

You sell Plasters; all druggists do; but do you sell Bell-cap-sic-Plasters when your customers call for the best? If you don't, something is wrong, for Bell-cap-sic are the best, and if you will drop us a card, we will tell you about these best Plasters and incidentally about the best proposition to advertise your store, at no cost to yourself, that has ever been presented to you.

Do not delay, but get in on this deal before it is too late. Address,

J. M. Grosvenor & Co.,
52 Pearl Street,
Boston, Mass.

Mention American Druggist.

BELL-CAP-SIC PLASTERS

The New York Quinine and Chemical Works,

114 William Street, New York,

OFFER to the Pharmaceutical Profession the best that can be prepared in the way of fine chemicals. All goods bearing our label are guaranteed to conform to the requirements which the United States Pharmacopoeia has prescribed as the standard of purity, and this announcement is made in the hope that you will arrange to let us have, through your jobber, a portion of your chemical business.

N. Y. Q.

Advertisements by Professional Writers free to Druggists. . . .

"STERLINGS."

140 per cent profit or 100 per cent profit, as you choose. . . .

NEIDLINGER BROS'. STERLINGS.

OUTSIDE.

WE offer in connection with the sale of STERLING NIPPLES the most complete plan of *advertising* for retail pharmacists ever perfected, a plan by means of which druggists may obtain advertisements written by the best professional writers in the world—such advertisements entirely new, and all *free* to purchasers of STERLING NIPPLES.

For months we have been gathering, at considerable expense, these advertisements; they have been submitted to thinking druggists and pronounced perfect; some have been illustrated by artists of established reputation; all have been put into type by "Printers' Ink Johnston," and they are ready for a retailer to put his name on and send to his local paper or to use as a counter wrapper.

The STERLING NIPPLES are too well known to require much talking about. Made by Davol Rubber Co., of the finest stock they can put into nipples; peculiarly constructed inside so they absolutely will not collapse; more easily cleaned than any other nipple on the market; shaped to fit a baby's mouth, with no unnatural lumps or bulbs on the end to worry the child. We guarantee every nipple you sell, and everyone has "Sterling N. B. Patented" upon it. They pay you 100 per cent profit even when bought in small lots. If you buy by the gross, you make 140 per cent profit.

TURNED INSIDE OUT.

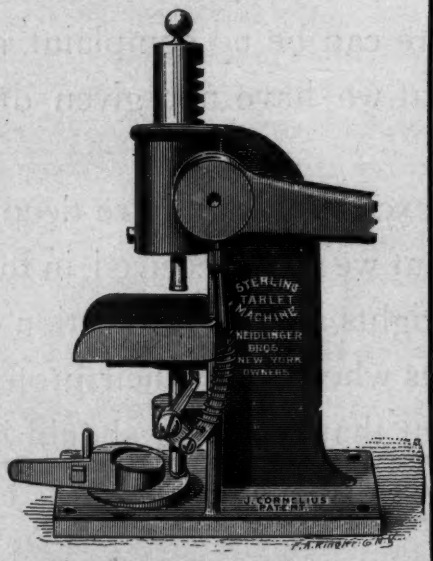
Briefly, our plan is this:

STERLING NIPPLES, BY THE GROSS, COST $3.00.
STERLING NIPPLES, LESS THAN GROSS, 30c. PER DOZEN.

With every gross of nipples we give four (4) of these model advertisements free, but it must be a cash-with-order transaction, with the privilege on your part, however, to return shipment if not satisfied with the bargain. A number of valuable hints on advertising by Charles Austin Bates also go with each gross. If you are an advertiser (which means if you are awake), this offer will commend itself at once. This is only an outline of the plan. If you want full particulars, send for circular, or send 30 cents for one dozen nipples and we'll throw in one advertisement free.

NEIDLINGER BROS., 20 Warren Street, New York City.

THE STERLING.



Sterling Tablet Machine. As simple and strong as science and steel can make it. **$10 each.** Write for folder.

ANY OLD THING

WILL NOT DO NOW FOR A FIRST-CLASS STORE.

STERLING PASTE POT.

Hard Rubber Top, Glass Jar.

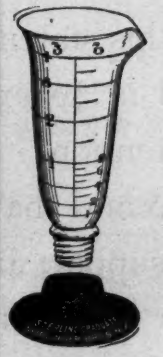
NO RUST. NO DIRT. EASILY CLEANED. LOW PRICED.

An ornament to your counter.

8-Oz. Size, 75c. each.
16-Oz. Size, $1.00 each.

NEIDLINGER BROS.,
20 WARREN ST., NEW YORK CITY.

A GLASS GRADUATE.



Accurate Top.
Hard Rubber.
Unbreakable Base.

SEND FOR CIRCULAR.

Cheapest Graduate
In the World, and by all means THE BEST.

STERLING GRADUATES

(PATENTED.)

GLASS PARTS COME SEPARATE. THE BASE NEVER BREAKS.

FOR SALE BY AL BUT 16 WHOLESALERS IN THE UNITED STATES

Your Wholesaler Will Sell or You Can Order Direct from NEIDLINGER BROS., N. Y. CITY.

Substitution.

In common with all good intentioned and fairly ambitious people, who are trying to do their share of the world's work as well as they know how, we have always followed honest methods in using every legitimate means at our command to establish a good name for our house and products and to make our business reasonably profitable, and we have good reason to feel satisfied with the measure of success we have attained.

We regret that we are compelled to make it a part of our business policy also, to exercise unceasing vigilance and to occasionally take aggressive action in order to protect our reputation and secure the returns from our work to which we are justly entitled.

Fairchild's Essence of Pepsine is the result of years of patient experiment in the laboratory, and persistent work with the medical profession has made demand for it—all this involving considerable expenditure of money. That it is a superior product and of great medicinal value is unquestioned. That it is very widely prescribed is clearly shown by the fact that the demand is constantly increasing, in spite of the competition of cheaper products—the imitation which always follows a successful achievement, and, we must add, the fraudulent use of these in the practice that is now commonly known as "substitution." For, there is no doubt that many druggists take it upon themselves to defeat the purpose of the physician, and do not hesitate to deprive us of the rightful fruits of our work by using these imitation "essences" in filling prescriptions for Fairchild's Essence of Pepsine. There is no difficulty in obtaining abundant proof of this fact. Any physician can get all the proof he needs by sending out a number of prescriptions for Fairchild's Essence of Pepsine and examining the fluids dispensed. Indeed, many physicians have made this test for themselves, with the result that they are now dispensing their own medicines.

In a New England town, in which test prescriptions were recently sent out, nine out of thirteen of them were substitutes. In one large city in the West, we find that substitution prevails to an extent that is simply discouraging. Most of these substitutes are unsightly, vile in taste and totally lacking in the characteristic properties of Fairchild's Essence of Pepsine —the properties upon which the physician relies for his results. Most of them are disagreeable enough to make a well person sick and would certainly have disturbing effect upon the adult sick, and very serious, if not fatal effect upon sick children and infants, for whom our Essence is very much prescribed. The man who does this evil thing, purely from a mercenary motive, is surely devoid of mercy, and deserves none, and we shall not hesitate to make an example of every druggist whom we find dispensing anything but our preparation when that is ordered, no matter who he is or what his previous reputation.

We make this statement, so that there can be no complaint, as there has been in several instances, that we have not given due notice of our intention.

We wish to add that we appreciate exceedingly and are deeply grateful for the support and encouragement we have received, in this difficult fight for the maintenance of our rights and the protection of our reputation, from the many pharmacists who respect their professional obligations and are justly indignant that reproach should be brought upon their profession by dishonest dispensing.

FAIRCHILD BROS. & FOSTER.

August 19th, 1897.

FINAL DECREE.

IN CHANCERY OF NEW JERSEY.

Between FAIRCHILD BROTHERS AND FOSTER, *Complainant,* —and— CHARLES HOLZHAUER, *Defendant.*	On Bill, &c. FINAL DECREE.

This matter being opened to the Court by R. V. Lindabury, Esq., of counsel with Complainant, in the presence of James E. Howell, Esq., of counsel with the Defendant, and it appearing that the complainant, Fairchild Brothers and Foster, a corporation, filed its bill of complaint herein on the eighteenth day of February, eighteen hundred and ninety-seven, against the said defendant, Charles Holzhauer, and that a preliminary injunction issued in said cause on the eighth day of March, eighteen hundred and ninety-seven, according to the prayer of said bill, and that process of subpoena for the defendant to appear and answer the said bill of complaint was duly issued and returned served upon the defendant, and that the defendant has not pleaded, answered or demurred to the said bill of complaint, within the time limited by law, or at any other time, and has wholly failed and neglected so to do.

It is now, on this eighth day of July, in the year of our Lord one thousand eight hundred and ninety-seven, on motion of R. V. Lindabury, solicitor for the complainant, ordered, adjudged and decreed that the complainant's bill be and the same is hereby taken as confessed against the said defendant, Charles Holzhauer.

And upon the facts so taken as confessed, it being deemed by the Chancellor to be equitable and just, it is further ordered, adjudged and decreed, and the Chancellor, by virtue of the power and authority in him vested, doth hereby order, adjudge and decree that the said defendant, Charles Holzhauer, his agents, employees and servants, be and they are hereby perpetually enjoined from further selling or dispensing, either at the drug store of the said Charles Holzhauer, at the corner of Broad and Market Streets, Newark, New Jersey, or elsewhere, any other Essence of Pepsine, or pharmaceutical preparation of any sort or kind whatsoever, in imitation of, or as or for, Fairchild's Essence of Pepsine, and that a writ of injunction do issue accordingly.

And it is further ordered and decreed that the defendant pay to the complainant the costs of this suit to be taxed, and that execution issue therefor according to the practice of this Court.

Respectfully advised,

FREDERIC W. STEVENS,

V. C.

By the Statute,

H. C. PITNEY,

Master.

Kindly mention this Journal when writing to Advertisers.

THE ONLY GENUINE HUNYADI WATER

Hunyadi János

The World's Best and Safest Natural Aperient Water.

"The Prototype of All Bitter Waters."—London Lancet.
"Speedy, Sure and Gentle."—British Medical Journal, August 23, 1890.
"Speedy, Sure and Gentle."—British Medical Journal, August 30, 1894.
"Speedy, Sure and Gentle" (cito, tuto et jucunde).—Practitioner, May, 1896.

Protected by legal decision in Hungary, the country of Origin. Protected by legal decision in England. Proceedings are being taken in the United States against all infringers. No other water may be sold as "Hunyadi."

ANDREAS SAXLEHNER, Budapest, Hungary.

NEW YORK BRANCH, Room 201, BENNETT BUILDING.

CHARLES P. WHITTLE,

MANUFACTURER OF
DRUGGISTS' FIXTURES.
182 HANOVER ST., BOSTON, MASS.

ALSO

WHITTLE'S
Patent Druggist
LABEL DRAWER.

YOU CANNOT AFFORD
TO DO WITHOUT ONE.

A long-sought convenience. Can be applied to the prescription desk or elsewhere. Holds ninety different labels, and is supplied with a light spring to hold them in place, and prevent any disarrangement from draughts of air, or other causes, while sliding the drawer. The key-board shape, and fall of one-half of front admits of selecting and handling the labels without hindrance even to the last one. Made to order also to fit any desired location. Those carried in stock are made with oak fronts and quartered sycamore interiors, are well-finished, and are of the following dimensions: 3 feet, length of front; 8 inches, width of front; 2 feet, depth of drawer. Price of drawer crated, F. O. B. Boston, $10.00.

They are also made to hang under a counter like a cash drawer. In ordering please state which way you desire to use it.

SEN-SEN GUM

ABSOLUTELY THE BEST.

We prefer to have you purchase SEN-SEN of your Jobber, but if you find any difficulty in getting it, we will send it to you by prepaid mail on receipt of postage stamps sufficient to cover regular price.

Display box of SEN-SEN containing forty 5c. sale packages of SEN-SEN and five 5c. sale cartons of our new SEN-SEN CHEWING GUM, $1.00.

Display box of SEN-SEN CHEWING GUM, containing twenty 5c. sale cartons of gum, 60c.

About Sen-Sen.

At present five 5c. sale packages of SEN-SEN GUM are placed in every box of SEN-SEN, without extra charge. We do this for introductory purposes only, and do not guarantee to continue it for any definite period.

There is nothing like SEN-SEN but SEN-SEN.

SEN-SEN Company makes no other cachou but its own, and is not connected in any manner with any other cachou but SEN-SEN.

We have not said very much about our enterprise,

but right here we wish to ask if we have not gone steadily onward, and made a permanent, profitable, fast selling article of SEN-SEN for you.

We want all of your good opinion, and a part of your trade.

About Sen-Sen Chewing Gum.

There is five or six per cent. of powdered SEN-SEN, in SEN-SEN GUM. This statement is positively correct.

At first we were unable to procure a mill that would grind the SEN-SEN fine enough to allow of its being incorporated with the gum, owing to the peculiar qualities of the material, so we were forced to use it in a finely granulated form, instead of in powder.

The consequence was, that while the constituents of the gum were of the best material, an occasional batch refused to "assemble" properly, which resulted in a partially imperfect gum.

Having succeeded in getting a special mill that reduces our SEN-SEN mass to an impalpable powder, we have overcome the difficulty first experienced, and now state with certainty that SEN-SEN GUM is perfect in flavor, cleanliness, and chewing qualities.

WE USE CREAM CHICLE

for the base of our gum, and the best of other ingredients also. **We have always guaranteed our products from year to year,** and we feel confident that we have the good will of the trade at large, which we appreciate to the fullest extent.

We ask as a special favor that you will kindly advise us regarding our goods, should any circumstances arise that in your opinion necessitates explanations conducive to our mutual benefit.

You may rest assured that we will use our most earnest endeavors to deserve your valued patronage, as well as that of the general consumer. Thanking you in advance for your intelligent consideration of the above, we are,

Sincerely yours,

Rochester, N. Y., U. S. A. **SEN-SEN COMPANY.**

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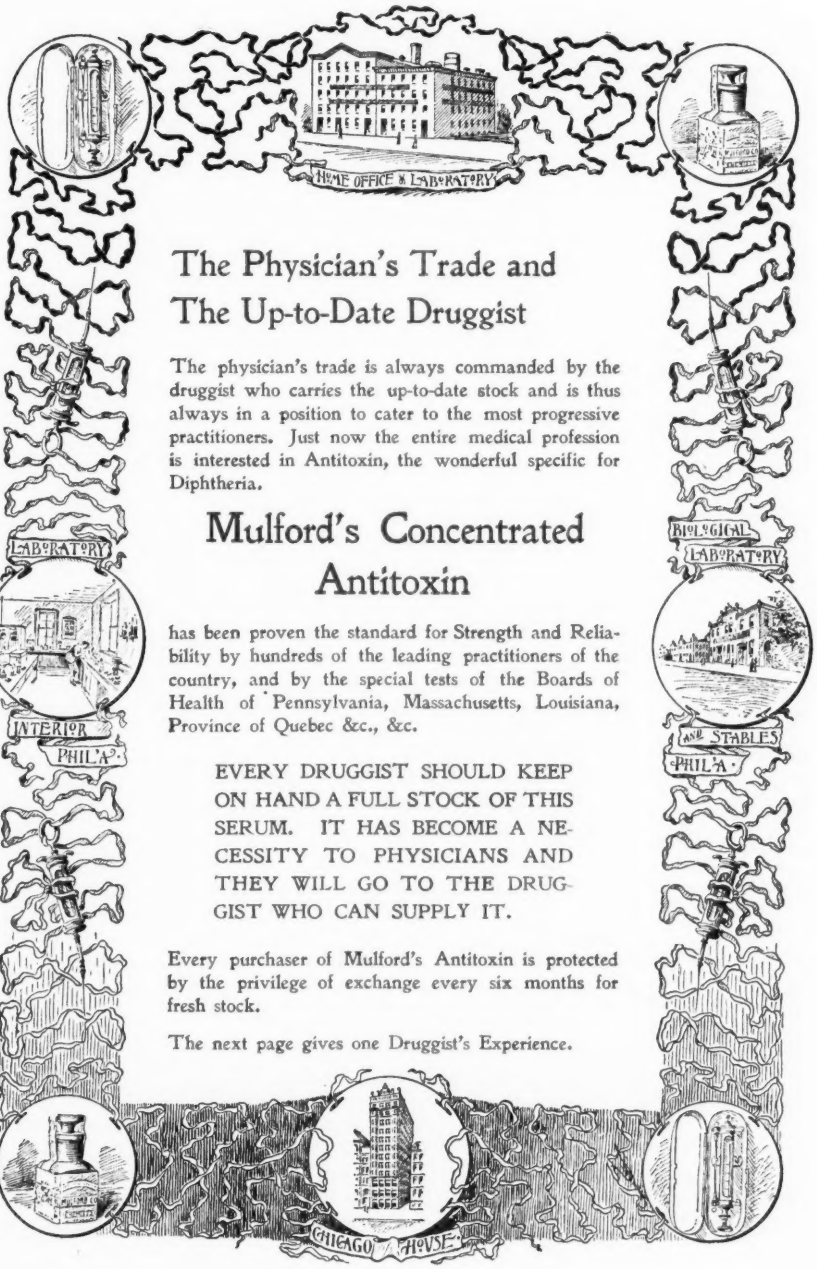


The Physician's Trade and The Up-to-Date Druggist

The physician's trade is always commanded by the druggist who carries the up-to-date stock and is thus always in a position to cater to the most progressive practitioners. Just now the entire medical profession is interested in Antitoxin, the wonderful specific for Diphtheria.

Mulford's Concentrated Antitoxin

has been proven the standard for Strength and Reliability by hundreds of the leading practitioners of the country, and by the special tests of the Boards of Health of Pennsylvania, Massachusetts, Louisiana, Province of Quebec &c., &c.

EVERY DRUGGIST SHOULD KEEP ON HAND A FULL STOCK OF THIS SERUM. IT HAS BECOME A NECESSITY TO PHYSICIANS AND THEY WILL GO TO THE DRUGGIST WHO CAN SUPPLY IT.

Every purchaser of Mulford's Antitoxin is protected by the privilege of exchange every six months for fresh stock.

The next page gives one Druggist's Experience.

Does it pay to be Up-to-date?

A DRUGGIST'S REPLY

Mr. Frank Le Page, of the firm of Brister & Le Page, Druggists, New Philadelphia, Ohio, writes as follows: "There have been up to the present time, eight cases in which your antitoxin has been used, and in every instance the patient has recovered. It is the biggest hit I ever made in the way of advertisement with physicians. Dr. ————, one of————'s customers, dropped in last week and bought a syringe and package of Extra Potent, for a case of his in Dover. This is the Dr. I have been trying to get for a long time. I do not know of a single preparation like it: the fact of having antitoxin in stock is worth $25.00 as an advertisement to any store that is trying to sell physicians."

We want a live, up-to-date drug firm to represent us in every town.

To our agents we make exceedingly liberal inducements and aid them in every way in interesting the physicians of their city in our products.

A brochure that is up-to-date will be sent upon request.

H. K. MULFORD CO.

CHICAGO
112 and 114 Dearborn St.

412 to 420 South 13th St.
PHILADELPHIA

GROWTH OF SHARP & DOHME.

Historical Sketch of a Successful Pharmaceutical House.

SOME FACTORS OF SUCCESS.

THERE is, perhaps, no firm more generally known among American pharmacists than that of Sharp & Dohme, of Baltimore, New York and Chicago, and surely no firm of which more kind things can be said. But as it is not eulogy, but plain history that we are writing, and as modesty and conservatism are well mated attributes, and both are characteristic of the personality of Sharp & Dohme as a corporation, we will, in outlining the history of this house, avoid superlatives and stick closely to our last.

The Commercial Gateway of the South.

Baltimore has for many years been regarded as the commercial gateway of the South, and her drug men have always been among her most influential citizens.

On the site now occupied by the substantial block of buildings, at the southwest corner of Howard and Pratt streets, Mr. A. P. Sharp, about fifty years ago, established a retail pharmacy, which gained rapidly a reputation for accuracy, reliability and pure drugs.

Personnel of the Corporation.

Mr. Louis Dohme, now the president of the corporation of Sharp & Dohme, became associated with Mr. Sharp as junior partner in 1860, and then laid the foundation of the present extensive business, and at the same time learned thoroughly the needs of the dispensing pharmacist. With a scientific training acquired during his scholastic days as a student at the Maryland College of Pharmacy, of which honored institution he in later years became the president and enthusiastic supporter, a thoroughly practical education gained in compounding and dispensing medicines under Mr. Sharp's guidance, combined with that still broader training which several years of life on the road selling the firm's products to the wholesale and retail drug trade gave him, he was eminently fitted for the responsibilities which he has for a number of years so ably shouldered.

With the reputation of being one of the most reliable firms of prescriptionists in Baltimore, fairly won by careful, conscientious methods and the use of only the purest drugs and chemicals, came a natural ambition to strive for a wider recognition, a larger field, a broader plane of action, and with the desire came the man who was destined to be the laboratory chief.

Mr. Charles E. Dohme, a younger brother of Mr. Louis Dohme, now joined forces with his brother and Mr. Sharp, and soon demonstrated the fact that the manufacture of pharmaceuticals was his forte. Having been a student of great promise while at the Maryland College of Pharmacy, from which school he was in due time graduated, and with a mind well stored with practical ideas, and well trained in all that goes to lay the foundation of a successful business life, he had filled several positions of trust before he decided to cast his lot with the then but locally known house of Sharp & Dohme. His natural predilection for scientific laboratory work was given free rein, and gradually a list of standard pharmaceuticals began to be developed, for which more than a local demand was experienced.

E. Stoffregen, Secretary and Treasurer. Louis Dohme, President. Chas. E. Dohme, Vice-President.

At this period in the history of pharmaceutical manufacturing few travelers canvassed the drug trade, but regarding it as a venture worth trying, Mr. Louis Dohme made an exploratory trip through a section of the South and West, and so encouraging were the results of this initial canvass that he made other and more extensive journeys in quest of business. That suavity of manner and cheery good nature, which have endeared him to so many men throughout his busy life, were now the open sesame that unlocked every buyer's office he visited. He soon convinced himself that

jobbers and retailers were ready to buy products that could be relied upon, and as he knew that those he offered were unsurpassed in quality, he was able to open many nice accounts, which, to the lasting credit of the house, are among the most active ones on their books to this day.

During this period of growth their laboratory space was from time to time enlarged, and their apparatus was increased in capacity as well as variety. Each member of the firm endeavored to do his share toward laying a secure foundation for the business which the future held in store for them. At this juncture came a young man, trained in Germany's best schools, in whose lexicon the word failure had never been written. Young, affable, able and modest, he came to Sharp & Dohme in 1876, and in the course of a few years so clearly proved his broad grasp of business principles that he received a direct interest in the business, and in 1886 he was admitted into the firm, and six years later, in 1892, he became, by unanimous consent, the secretary and treasurer of the corporation.

Mr. Ernest Stoffregen, for it is to him we refer, is a tireless worker, a broad-gauged financier, a keen observer, a kind disciplinarian and a level-headed, judicious executive who has been of inestimable assistance in organizing and perfecting the system and business policy of the house.

To this combination of practical men was added in 1891 a brilliant young chemist, who wore with modesty the honors that had been conferred upon him by that ideal American university, the Johns Hopkins, and who had enjoyed the close companionship of some of Europe's most eminent chemists.

Dr. Alfred R. L. Dohme, the son of Mr. Charles E. Dohme, is an energetic, ambitious, observing, thoroughly competent expert in all branches of chemistry, and, like his confreres, has an unlimited capacity for hard work. Not only does he superintend the analytical department of Sharp & Dohme's laboratories, buy and personally inspect all the drugs and supplies that are used in the establishment, make numerous original investigations in chemistry and pharmacy and contribute to the leading scientific and pharmaceutical periodicals, but finds time as well for various athletic sports, and is the acknowledged champion bowler of the drug trade of Baltimore.

Factors of Success.

In this brief sketch of the personalities of the leading factors in the success of Sharp & Dohme will be found the answer to the question that is so often asked, Why are Sharp & Dohme's products so popular among the doctors as well as the trade? The reason is that they are made by men who were once retail druggists themselves, and who are, therefore, naturally familiar with the needs of the trade, and realize the importance of quality first, last and all the time.

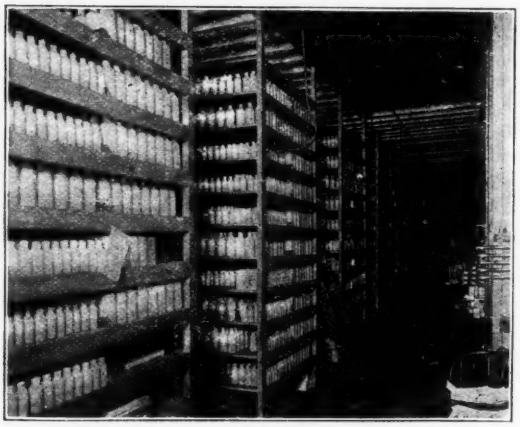
With such methods and the unflagging personal efforts of every member of the company, the adoption of the best plans for obtaining desirable business naturally followed.

Their policy has always been a properly progressive one without self-aggrandizement. Their practical knowledge of the real wants of the pharmaceutical and medical professions convinced them that it was better to improve the form and perfect the accuracy and uniformity of such standard drugs as had been thoroughly tested in practice and not found wanting, than to discover newer remedies and laud them as decided advances along the line of scientific pharmacy. Thus, for instance, Sharp & Dohme, for years before they said anything about a line of Assayed Fluid Extracts, assayed all toxic drugs to be used in their pharmaceuticals and accurately determined their alkaloidal strength, and were thus able to offer products of uniform strength. With their characteristic modesty they quietly and assiduously kept on perfecting their methods and striving to produce preparations which could be implicitly relied upon, and thus gained the confidence of careful dispensers wherever their products were sold.

They started out to win favor on merit alone, and their present acknowledged eminence among scientific pharmacists is the result of hard, personal work, scrupulous care in the selection of drugs of the very best quality, careful manipulation and absolute adherence to the most reliable methods. Add to these fundamental principles, so essential in the laboratory, a uniformly just treatment of patrons and equable prices, and the successful uprearing of their substantial business is easily explained. That they are best advertised by their friends and that even their most aggressive competitors refrain from attacking them save in a legitimate, business-like manner, reflects greatly to the credit of Sharp & Dohme, and of itself is an index of their strictly fair methods of campaigning.

They will not tolerate anything undignified on the part of their representatives, nor do they countenance the employment of any but legitimate methods of securing business. That this course is appreciated by their patrons, a glance at the steady increase in their yearly business will prove. In spite of the profound depression in trade circles for the past few years their trade has constantly extended, and what is even more satisfactory to them, their losses have been few and but trifling in amount. This results from

their cautious method of extending credits and their courteous conduct of all matters pertaining to business, and it illustrates the good policy of doing business in a systematic yet kindly manner.



SECTION OF STOCK ROOM FOR FLUID PREPARATIONS

On this basis have Sharp & Dohme developed their reputation for reliable products at fair prices.

The General Offices in New York.

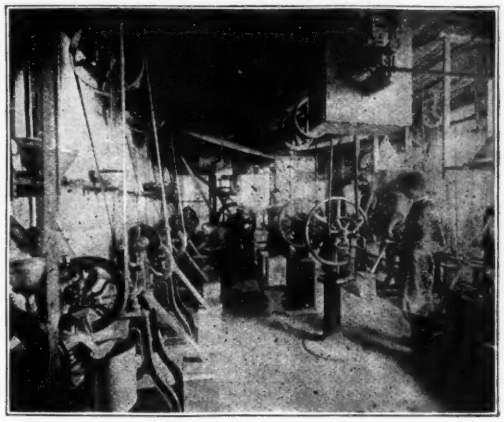
Realizing the importance of New York as a commercial centre with unexcelled shipping facilities, a branch house was in due time established there, which, under careful management, eventually outgrew the original location, and, after several removals, finally anchored at 41 John street. So important, indeed, became the New York business that in 1893 the corporation established its general offices there, and Mr. Stoffregen personally assumed charge.

SECTION OF PILL DEPARTMENT.

The department of the traveling service, advertising, billing and bookkeeping departments were also transferred from Baltimore to New York, and continue to be directed by Mr. Stoffregen. All quotations and general correspondence pertaining to their business are issued from New York, and their correspondents will bear us out in the statement that their requests invariably receive prompt and courteous attention if addressed to their general offices.

In order to facilitate the handling of their patrons' correspondence and enable them to give the trade the best and prompest service, they request that all remittances be sent to New York, because their books are kept there and all settlements must be made there; that all requests for quotations be sent to New York, because their files of records are kept in that city and all quotations are made there; that all general correspondence be addressed to New York, because their general offices are located there and all matters pertaining to general business are attended to there; that orders be sent either to Baltimore or New York, and that the customer select that point from which the goods can be most expeditiously shipped, distance and transportation facilities being duly considered.

This removal of the general business department to New York was a wise step, and the best proof of it is the steady growth in the volume of business in the Eastern and Middle States, whose best market is the metropolis, as well as in the export trade, which naturally looks to New York for supplies.

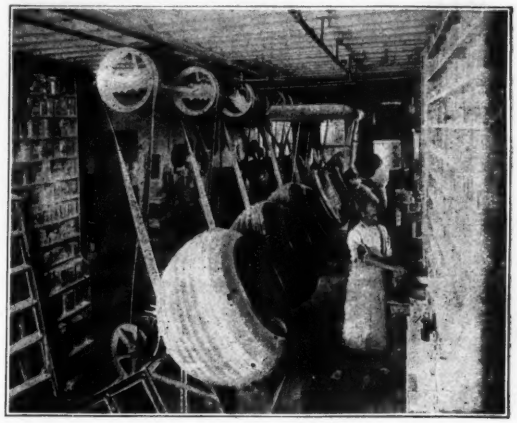


SECTION OF COMPRESSED TABLET DEPARTMENT.

Looking After Western Trade.

The Western metropolis was also recognized as a most important focus toward which the great West and Northwest radiate, and with that foresight which has always characterized Sharp & Dohme, they selected as their Chicago representative Mr. Charles E. Matthews.

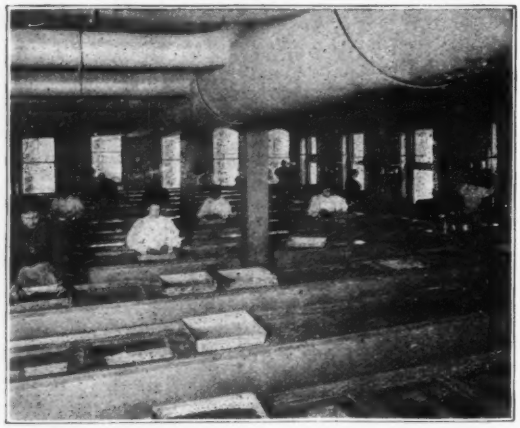
Mr. Matthews is one of those wholesouled men whose acquaintance is much sought after. He is a practical pharmacist, a cultured gentleman, a perpetual hustler and a man who makes friends wherever he goes, and, what is even more to his credit, keeps them, by his square, honorable treatment.



SECTION OF SUGAR-COATING DEPARTMENT.

Sharp & Dohme's traveling staff com-

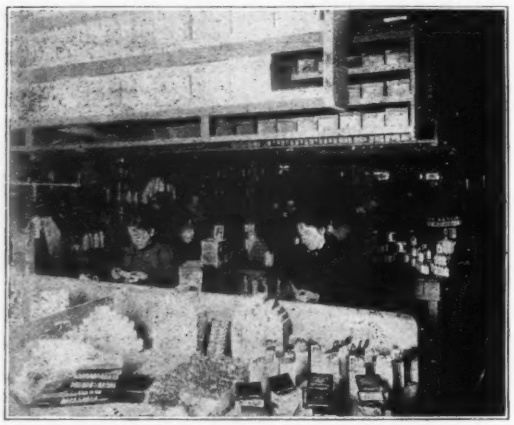
prises forty-five men, and includes such well-known representatives as Wellington, Sprague, McIntosh & Christian, and is under the immediate supervision of Mr. E. Stoffregen.



SECTION OF GELATIN COATING DEPARTMENT.

The Laboratories in Baltimore.

Mr. Charles E. Dohme, who has recently been elected president of the Maryland College of Pharmacy, thus succeeding his brother, Louis, has entire charge of the laboratories in Baltimore. The plant is extensive and substantial, being thoroughly equipped with up-to-date labor-saving machinery. It includes a large six-story building on the southwest corner of Pratt and Howard streets, and a seven-story edifice on Dover street,



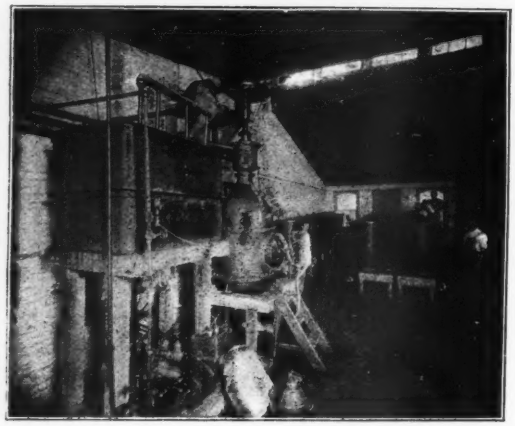
SECTION OF TABLET FINISHING DEPARTMENT.

which is, however, connected with the main building, and is practically a part of it. On the ground floor of the corner building are the private offices of the president, vice-president and buyer; the counting-room, the city, shipping, receiving, herb-pressing and miscellaneous departments and capacious storerooms for crude drugs. The second floor is used as a stock room for fluid preparations, and here, too, are the bottling and wrapping departments. The third floor accommodates the pill and tablet stock, the pill bottling and wrapping department, seidlitz powder department and analytical laboratory. On the fourth floor are found the pill-making, coating and finishing departments, the private formula department and the bottling and wrapping department for the packaging of miscellaneous specialties. The fifth floor is occupied by the hypodermic tablet, tablet triturate and compressed tablet departments. The sixth floor is used for the manufacture of fluid extracts, effervescent salts and powdered and solid extracts. The seventh floor is the evaporation and concentration department. A large six-story building is now being added to the plant, and a new 350-horse-power boiler has just been put in place so as to increase the amount of available power. Their facilities for making pharmaceuticals are ample and varied in scope, but in spite of their admirable equipment and the large force of employees constantly engaged, it has been found quite difficult at times to keep up with the orders for stock goods, so active has been the demand.

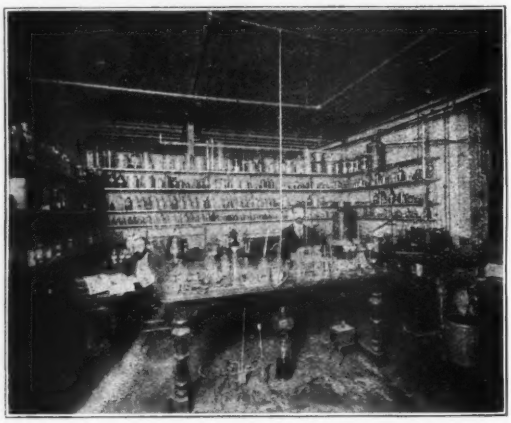
In the Private Formula Department they are always extremely busy, and the growth of this department has been most gratifying.

Any historical sketch of Sharp & Dohme would be incomplete without specific mention of their line of Soluble Hypodermic Tablets, the first and most complete line of porous hypodermics brought to the notice of the profession.

Another product which has brought them both fame and fortune is their Lapactic Pill, one of the best known tonic laxatives on the market. Among their other specialties must be mentioned Ergotole, a liquid preparation of ergot, which every doctor should carry in his emergency case, and their several fluid extracts of Cascara Sagrada (U. S. P., free from bitterness and aromatized) concerning each of which the claim is advanced that it is richer in extractive (the average is more than 26 per cent), and therefore more active in smaller doses than any similar product. A recent addition to their list is a line of Dispensary Tablets. These tablets contain toxic doses of such chemicals as are frequently prescribed in solution, and are accurately



PERCOLATING DEPARTMENT WITH VACUUM PAN.



SECTION OF ANALYTICAL LABORATORY.

weighed quantities of the drug and are readily soluble.

This house has but few specialties in the general sense of the word. Sharp & Dohme's general line of products, however, is extensive, and includes all of the official preparations and many other standard formulae which have merited the confidence of physicians and druggists.

Wherever the U. S. P. process is indicated as the most desirable way of making a preparation this method is followed in the belief that inasmuch as the Pharmacopoeia is the leading authority on pharmacy for this country and represents the consensus of the opinions of representative men, the suggestions therein made are worthy of careful consideration. Further, physicians and druggists who wish to use strictly official preparations can employ those made by this company with the full assurance of their having been correctly made.

The building, or rather, group of buildings, used for manufacturing purposes presents a solid front, and was erected especially for laboratory purposes. Every practical modern appliance for the simplification of detail and the perfection of product has been utilized, and the plant is so arranged as to permit of the most careful supervision with the least possible expenditure of time. Personal supervision has always been a cardinal feature of Sharp & Dohme's business, both in the laboratory and counting-room, and it naturally follows that they can the more earnestly recommend their products, because they know they are made correctly.

The illustrations which accompany the text were made from photographs of sectional views of their laboratories, and give but a faint idea of the vast floor space utilized.

Like the founders and prime movers in this firmly established enterprise, these reproductions have as a characteristic Modesty. But

"By their fruits ye shall know them."

A SUCCESSFUL WOMAN PHARMACIST.

Miss Cora Dow.

Probably no druggist in Cincinnati, or Ohio, for that matter, is more talked about at present than Cora Dow—Mrs. Goode in private life. This plucky young woman does the largest retail drug business in the Queen City of the West. She now presides over four flourishing pharmacies, and it can truthfully be said that she has virtually monopolized the drug trade of the members of her sex. In fact, her style of doing business catches people of both sexes, and she stands to-day a wonder in a commercial way in the eyes of the older and more conservative druggists. "How does she do it?" is a query that is often heard when Miss Dow's success in business is being discussed. The latest move of this truly wonderful woman has actually caused the Cincinnati druggists to open their eyes in wonderment.

In the magnificent new Groton building at the northeast corner of Race and Seventh streets, Miss Dow has opened a retail pharmacy, which is said to have no peer west of the Allegheny mountains. There may be stores with more costly fixtures or more elaborate in design, but those who are competent to judge readily assert that Miss Dow's new store, for neatness of design and general appearance, is in a class by itself. In order to fully appreciate this palace of a pharmacy one should see it and take a walk through the various departments. A more thoroughly equipped drug store would indeed be most difficult to imagine. The Groton building is seven stories high and it is diagonally opposite the large department store of the John Shillito Company. The structure is a most imposing one, and as Race street is fast becoming the business thoroughfare of Cincinnati, the place is admirably suited for an up-to-date pharmacy. And that is just what Miss Dow has opened. She has the corner room on the ground floor of the building named. Her store room is 40x40 feet. The basement is 50x40 feet. In the store room there is a well-lighted and ventilated balcony, making three separate departments of the establishment. A walk through the concern will satisfy any one that every inch of space is utilized to the very best possible advantage.

The Dow pharmacy is a credit to the city. Persons who have seen the drug store in the day time talk about it. Others who have inspected it at night with its myriads of electric lights burning actually grow eloquent in trying to describe it to others. The interior of the store is designed in circular form.

For 1 Cent in Cash-- 1 Minute's Time.

Our book, "Asepsis Secundum Artem," gives a great amount of necessary information about Surgical Dressings.

Whether you sell the kind of dressings this book tells about, viz., those made according to the art of Asepsis, or some other kind, it will pay you to take the time to read this book. (If you are busy, get your clerk to read it and tell you what it says.)

Between its handsome covers are facts and statements that are interesting, instructive and suggestive.

It may set you thinking how to get more trade in this class of goods and make more money out of them.

So many people have praised this book, we don't need to.

We would like to place it in your hands.

Write for it. A postal-card will bring it. Ask for "Asepsis Secundum Artem."

JOHNSON & JOHNSON,

NEW BRUNSWICK, N. J.

Druggists' Exchange.

This department is intended to be used as a medium for the exchange or sale of stores, the employment of clerks, and the securing of positions.

Suitable notices of moderate length under this heading inserted one time free; for each additional insertion Fifty Cents. Advertisers should send stamps for postage where answers are to be forwarded from this office.

BUSINESS OPPORTUNITIES.

FOR SALE.—Elegant New England drug store, less than 70 miles from Boston, established by the advertiser 25 years; this is the finest fitted and located store ever offered for sale in New England; proprietor wishes to retire from business; long lease if desired; cash required, about $15,000; no brokers. Address "Cataria," care this office.—7

FOR SALE.—Old established drug store in good town in western Pennsylvania; Bangs' fixtures, Tufts' soda apparatus; price $4,000, or will sell at inventory. Address "Triticum," care this office.—7

FOR SALE.—Photo gallery in Kansas; frame building, size 17x28 feet; good condition; rent $2.50 per month, tenanted; price, $50; rare investment; photo mailed. Address H. E. Thomas, 2128 Warnock street, Philadelphia, Pa. —5

FOR SALE.—Drug store, doing fair business, which can be greatly increased; town 500; township 3,500 population; no opposition; good reasons for selling. Address "A. B.," Fayetteville, O.—5

FOR SALE.—Optical test case, one focometer, two opto-meters, books and outfit; cost over $100; will sell for $75; good as new. For further particulars address Diamond Drug Store, Wildwood, Fla.—5

FOR SALE.—New York city; am going to Klondike, and offer a genuine bargain; price, $6,500, $3,000 cash, balance easy; sales, $15,000; lease 5 years, $1,300 yearly; sub-let basement and postoffice, $520 per year; best corner in Harlem. Address "Klondike," care this office.—5

FOR SALE.—Drug store with a $2,500 stock of drugs and toilet articles and a $1,500 residence; practice free to purchaser; stock new and clean, not two years old; sales last year over $6,000; situated in Lone Tree, Iowa, 1,000 population, and growing; graded school, railroads, etc.; nearest competition sixteen miles; rich farming country; have the only permit to sell liquors in this end of the country; good reasons for selling. Address M. H. Summers, M. D., Lone Tree, Iowa.—6

FOR SALE.—One of the best paying drug stores in Wyoming, doing a good substantial business, and get good, full prices for everything; old established; good location and up-to-date fixtures; stock and fixtures will invoice about $5,000; terms cash; doing business from $9,000 to $10,000 per year; good reasons for selling; don't write unless you mean business. Address "Wyoming," care this office.—5

TO LET.—Best corner on Bowery, at Second street; has been drug store for last thirty years; favorable lease to good tenant. Address, W. H. Falconer, 100 Fourth avenue, New York city—3

FOR SALE.—Nice little drug business, situated on Main street, near the centre of a thriving city; price only $1,000. Address S. W. Smith, Derry, Conn.—4

FOR SALE or exchange for property, an elegant little drug store, 17x50, in Ohio town of 45,000 inhabitants; invoice over $2,000, including fixtures; established 13 years; owned by one party 12 years; no dead stock; doing safe business; having two stores, health does not permit looking after them both; terms easy to good party. Address "Bromide," care of Gem Shirt Co., Dayton, O.—4

FOR SALE cheap, the stock and fixtures of an old-established business; drugs, stationery, etc.; all to be sold at a bargain, to be removed; owner gone out of business. Address Lock Box 338, Rhinebeck, N. Y.—4

WANTED.—To purchase a first-class drug store in Brooklyn, doing at least $40 per day; will pay part in first-class improved Brooklyn real estate in good location, balance will pay spot cash. Address, with full particulars, "Buyer," care this office.—4

FOR SALE.—Small drug store, fine oak and glass fixtures; small stock, all in good condition; invoice $509.22. Address William K. Williams, Columbia building, Columbus, Ohio.—4

POSITIONS WANTED.

PH.G., OF STEADY HABITS and six years' experience, would like a position in city or country; good salesman; can furnish best of references. Address "L. S. A.," care this office. —5

YOUNG MAN, 20, with some practical experience, who is willing to work and look for his employer's interests, wishes position; speaks German; best references. Address Rhei, care of American Druggist.

POSITION WANTED.—Licensed druggist (lady) wants position in retail drug store; 12 years' experience; capable of taking full charge; Westchester county, N. Y., Staten Island or Long Island preferred; first-class references. Address "Druggist," 517 Kirk building, Syracuse, N. Y.—5

SITUATION WANTED in small city or country by first-class clerk, now employed in large store in Brooklyn; 10 years' experience. For further particulars address "Mint," care this office.—5

SITUATION WANTED, with college privileges (Brooklyn), by young man, single, 24 years of age; 7 years' experience; competent; good habits; will accept moderate salary for permanent position; references from present employer. Address "W. C. D.," care of C. W. Klein, 797 Flatbush avenue, Brooklyn, N. Y.—5

PROPRIETARY MEDICINE salesman of long experience (has represented leading firms, to whom he can refer) wants a line of proprietary medicines or specialties for drug trade to sell in New York city and near-by territory. Address "Proprietary," care this office.—5

CHEMIST, experienced Ph.G. and having Ph.D. degree from German university, is open for engagement in any department of chemistry; pharmaceutical work preferred. Address "Chemist," care this office.—5

SITUATION WANTED by druggist with 10 years' experience; registered in New York State and city; American, competent and of good habits; salary moderate; can furnish good references. Address "Pepsin," 448 Jersey avenue, Jersey City, N. J.—5

SITUATION WANTED by graduate, city experience; three years in charge of store; good prescriptionist and salesman; first-class references; steady or relief; abstainer. Audress John Corry, Philmont, N. Y.—5

DRUG CLERK wants position; American; age 45; twenty-five years' experience, city and country; New York State licentiate; steady, all around worker; competent to take charge, if necessary; low salary accepted for permanent position in country; New York State preferred; photograph sent if desired. Address for fifteen days, "H. O. N.," care this office.—5

WANTED.—Position by a young man, 28 years of age; ten years' experience in the wholesale drug business; best of references; good penman; quick at figures. Address "Druggist," 239 Baltic street, Brooklyn, N. Y.—5

SITUATION WANTED.—Practical modern clerk, 22 years old; seven years' experience; honest, capable and willing; will go anywhere; best references. Address C. M. Dexter, 31 London street, Lowell, Mass.—4

WANTED.—Position as clerk or manager in a town of 3,000 to 5,000, preferred with a view to purchase half interest or all; age 35; married; strictly temperate; have had 19 years' experience, both wholesale and retail; last 12 years proprietor. Fred E. Smith, Weedsport, N. Y.

WANTED.—By manager of drug store in summer resort for summer, a permanent position as manager or clerk; can furnish good references as to character and ability. Address Box 138, Nyack, N. Y.—4

SITUATION WANTED.—Drug salesman and interviewer; fifteen years' acquaintance with physicians and druggists in Ohio, Indiana, Michigan and New York. Address John H. Nelson, Dayton, Ohio.—4

SITUATION WANTED by a Ph. G.; one year's practical experience in store; expert in urinary and quantitative analysis; 25 years of age; single; not afraid to work; small salary; first-class references. Address "Phenacetine," Box 8, Chicago Heights, Ill.—4

SITUATION WANTED.—Druggist, with nine years' experience, desires a situation, city or country; age 27; reliable and honest; references furnished. Address "Iodine," care this office.—5

A PHYSICIAN with 14 years' experience desires position with some reliable firm as traveling salesman or to introduce some specialty to the medical profession. Address G. W. Nelson, M. D., Oglethorpe, Ga.

YOUNG MAN wishes permanent position as drug clerk; three years' experience; age 22 years; temperate. Address "M. V.," care this office.

POSITION WANTED by druggist with nine years' experience; registered; good habits; age 28; city or country; references. Citric, care AMERICAN DRUGGIST, New York city.

WANTED.—Position as traveling salesman to represent a reliable drug house; druggists' sundries or chemicals or proprietary medicines; graduate of Maryland College of Pharmacy; over five years' experience in drug store; age 24. S. H. O., care AMERICAN DRUGGIST, New York.

POSITIONS VACANT.

WANTED.—Salesman to handle, as side line, a quick-selling specialty; large quantities used. Address Rex Chemical Co., Springfield, O.—7

DRUMMERS who can handle a side line and carry a small package of samples, can learn of an exceptional opportunity by addressing The Acme Medicine Co., Hornellsville, N. Y.

WANTED.—A salesman experienced in the sale of pharmaceutical products; one having an established trade in the States of New York and New Jersey and able to furnish first-class references; none other need apply. Address "Z," care of this office.

JUNIOR CLERK, with 2 or 3 years' experience, wanted for a Brooklyn, N. Y., pharmacy. Address H. E. Y., care this office.—5

UNSALABLE PATENTS.

MR. DRUGGIST: Send us your list of unsalable patent medicines. We exchange and buy.

A sure way of getting your money out of dead stock.

E. J. MOORE,
216 Front St.,
NEW YORK.

ELECTROBOLE has been before the trade favorably for years. Cures piles, external, internal, blind, or bleeding, chronic, recent or hereditary. Relief sure and quick. The most stubborn constipation cured like magic. Is the Best Alvine. For sale by druggists. Orders filled at $4.00 per half dozen by addressing

J. H. REEVES,
(P. O. Box 695.) 78 Nassau St., New York.

NATRONA BI-CARB. SODA.

It is absolutely pure. It is the only Soda made from Cryolite. It is the best for Medicinal purposes. It is the best for Baking and all Family Uses. Sold by all Druggists.

PENNA. SALT MFG. CO., Philadelphia.

"Unsalable Patent Medicines."

Perhaps you have some; most druggists have. If you wish to dispose of them send us a list and let us make you an offer. S. R. Feil & Co., Manufacturers and Jobbers of Proprietary Medicines, Cleveland, Ohio.

Miss Dow modestly declines to accept any credit for the arrangement of the beautiful store. The architect who designed the interior of the store is M. Charles Crapsey, of this city. "It was done with my money and his brains," said Miss Dow to the writer. "I guess I kept him pretty busy at that. At times during my slumbers I would think of an idea and up I would jump and jot it down."

But to get back to the store. The large balcony which runs clear around the store room is supported by twelve massive Ionic columns. In one side of this balcony is located the prescription department. The rest of the balcony is used for storing different portions of the immense stock carried in the place. There is plenty of room in the balcony for the clerks to walk erect, although it hardly looks so from the street. A trip through the balcony convinced the writer that it is really a most desirable place to work. The registered pharmacists who attend to the prescription work—Miss Dow employs four in this store—find the balcony very agreeable. They do not come in contact with the rustle and bustle which is more or less annoying in the dispensing portions of many drug stores.

This circular balcony is ventilated and lighted by transoms of stained glass, which make a nice effect. These windows revolve on iron bars. The name of Dow and also emblems of the apothecary, such as mortars and pestals, are emblazoned in these transoms. The floors of the Dow pharmacy are of mosaic and the furnishings of white marble. The soda fountain is in the centre of the store, and is built around the central column. It is of onyx, and was built by the Chicago Onyx Soda Fountain Co. There are thirty-two syrup cans in the fountain, and the young man who dispenses the refreshing drinks was brought here from Chicago by Miss Dow. In order to open this fountain it is not necessary to raise the top. There are ice-boxes in the sides of the apparatus with doors of pretty designs. This is the first fountain ever made by the above company with ice-boxes in the side, but all their fountains in the future will be made that way. The soda fountain company used great taste and pains in making this fountain, and some difficulty was experienced in getting onyx slabs large enough for the sides. The fountain extends all around the inside of the store, and twenty-five or thirty people can sit comfortably at it at the same time. The top of the fountain is tastefully set off with potted plants and rare bits of bric-a-brac. Possibly there is not a cleaner fountain in the land. Everything around the apparatus is of white marble, and it can be cleaned with water thrown from a hose.

The store is lighted by 100 incandescent lamps. The principal lighting is done in the dome of the store. In all departments there are 194 incandescent lights, and the effect at night is almost beyond description. All the chairs in this store were made by W. H. Andrews & Co., of Chicago. The chairs are neatly upholstered and in keeping with the other appointments of the establishment. At the right of the entrance to the store Miss Dow is having an elegant reception room for ladies fitted up. This will be furnished with mirrors, curtains and other paraphernalia, in order to give the apartment an air of privacy. This room will have high-class magazines, a nice writing-desk and other equipments to make the place agreeable to members of the gentler sex. The "den" of Miss Dow, from which she can see all parts of the store, is located at the left of the entrance. In this place Miss Dow has her desk, and when she is not superintending the work of her employees she is seated in this place attending to matters pertaining to her business. The establishment, taken as a whole, is as pretty as a picture. The show-cases are made of plate glass, and they were manufactured by a Cleveland firm. Wherever it was possible, Miss Dow patronized Cincinnati people in fitting up the pharmacy. The basement is so arranged that goods in original packages can be taken in without going through the main store room. There are skids, elevators and dumbwaiters wherever they are needed. In the rear of the store room is a marble stairway leading to the balcony. To one side of this pretty stairway is the telephone. All the other appointments of the establishment are strictly in keeping with the above. Persons who have traveled all over the country have no hesitancy in saying that Miss Dow's store is prettier than any pharmacy in New York, Chicago or any of the other leading cities in the United States.

A short biographical sketch of Miss Dow will no doubt be of some interest.

"NOTHING SUCCEEDS LIKE SUCCESS."

Cobwebs overhead and flyspecks on the showcases, your clerk thinking of Klondike and Alaska, will not bring success; you must keep WHAT THE PEOPLE WANT—WHEN THEY WANT IT. The phenomenal success of

ESKAY'S ALBUMENIZED FOOD

The Perfect Food for Infants and Invalids

is not an accident It is just what we expected. Your customers have been waiting for an Infant Food that fulfilled all requirements, and ESKAY'S FOOD more than meets their expectations.

PHYSICIANS RECOMMEND, HOSPITALS ORDER AND MOTHERS USE ESKAY'S FOOD.

The successful druggist stocks this Food (under our guarantee), reaps the profit and increases his trade by keeping WHAT THE PEOPLE WANT.

OUR "SPECIAL" OFFER:

To the druggist sending us his list of physicians we DELIVER, FREE OF CHARGE, one-quarter dozen 25c. size, lot of samples and attractive advertising matter; and also samples (specially boxed) for your physicians.

Smith, Kline & French Co., Philadelphia.

Kindly mention this Journal when writing to Advertisers.

She was born in Paterson, N. J., and came to this city with her parents when she was but 2 years old. At school she was a bright pupil, and during her teens she displayed a rare aptitude for business. After graduating from high school she, with her father, opened a drug store on West Fifth street. Miss Dow placed this store in charge of a clerk, while she was herself the real superintendent of the place. Then she attended the Cincinnati College of Pharmacy, from which she graduated with honors in the class of 1888. Since that time she has been actively engaged in the drug business, until now she has more than forty people in her employ. One of her stores is located in the Grand Hotel building at Fourth street and Central avenue. Another is situated on Vine street, between Fourth and Fifth. Both these stores are kept open all night. The original Dow store, which is now eleven years old, is located at 836 West Fifth street. The fourth, and by long odds the most magnificent of all Miss Dow's stores, is the one which she has just opened at Seventh and Race streets. According to Miss Dow, all these stores are doing a nice business. In fact, appearances go a long ways toward confirming her statement in this respect. During all the time that Miss Dow has managed drug stores she has had but one dishonest employee, so far as is known. This is accounted for by Miss Dow in the following language: "I pick out good people, and you see I seldom get fooled. I think I pay them well. At least all my employees are evidently satisfied. When I open a new store I increase the pay of my help as business grows."

"Do you contemplate opening any more stores?" Miss Dow was asked.

"No, indeed," said she. "I have all now that I can attend to. My business has got to such a stage that it must now be closely watched or it would go all to pieces. I am literally overrun with real estate men who have stores to rent. And, strange as it may appear, every man with a store room for rent has a big winner."

"To what do you attribute your success in business?" the writer asked. "I attribute my success in business to tenacity. I buy the very best goods and sell them at as low a price as I can. In ordering goods I invariably underscore the word 'best.' People are getting better posted right along, and they know when they are getting the worth of their money. We try to treat our patrons right, and that will tell in the long run. We work early and late. This store is open from 6.25 a. m. until midnight. Perhaps I will have it kept open all night before long. Our prescription business is not intrusted to boys, but is in charge of competent men. We never send out prescription blanks to physicians, as people should be allowed to deal where they please. I might state, however, that we get our share of the prescription business."

There have been all kinds of stories afloat about what it has cost Miss Dow to fit up her magnificent pharmacy. In answer to a query from the writer as to the cost of fitting up the place, she modestly said: "Oh, several thousand dollars."

RISE OF A NEW INDUSTRY.

Parke, Davis & Co.'s Bacteriological Plant.

One of the most impressive papers read at the recent meeting of the American Pharmaceutical Association at Lake Minnetonka, was that of O. W. Kruger, of Kansas City, setting forth, with the aid of convincing illustrations, the income and reputation which the educated pharmacist can readily extract from a knowledge of bacteriology. In the interesting discussion which followed, it was surprising to observe how many of the pharmaceutical schools are already alive to the significance of bacteriological training in the mental outfit of every student who wishes to develop the professional side of pharmacy. It was shown that the ability to make bacteriological diagnoses is highly respected by physicians, is well compensated, and requires no great investment in apparatus.

The Sale of Toxins and Antitoxins.

But Mr. Kruger failed to lay due stress on the fact that the druggist can easily earn a nice margin of profit by supplying standard brands of those serum remedies which have come to stay. It is idle to ignore the fact that such an agent as diphtheria antitoxin is daily performing an immense amount of good; that it occupies a position in medicine

Acetanilid.
Acid Camphoric.
Acid Chrysophanic.
Acid Gallic.
Acid Pyrogallic.
Acid Salicylic.
Acid Trichloracetic.
Aconitine.
Apiol.
Atropine.
Caffeine.
Camphor Monobrom
Chloral Hydrate.
Cocaine Muriate.
Codeine.
Coumarin.
Creosote, Beech-tar

HIGHEST STANDARD OF QUALITY.—LOWEST CURRENT MARKET PRICES.

When ordering chemicals here listed, specify

BOEHRINGER'S

And thus get the best, "from the Makers."

OUR DESCRIPTIVE PRICE LIST MAILED ON REQUEST.

C. F. BOEHRINGER & SOEHNE, 7 Cedar St., N. Y.

Ergotine.
Eserine.
Ext. Malefern.
Eucalyptol.
Ferratin.
Hydrochinon.
Hyoscyamine.
Iron by hydrogen.
Lactophenin.
Papain.
Paraldehyde.
Pilocarpine.
Quinine, and all Cinchona Salts.
Resorcine.
Salicin.
Scopolamin.
Spartein.
Terpin Hydrate.
Thymol, etc., etc.

ACKNOWLEDGED BY BIRD FANCIERS AS THE BEST.

Kaempfer's Mocking Bird Food.

CANARY BIRD SEED, PARROT SEED, RED BIRD SEED AND BIRD GRAVEL.

All put up in round packages, with new, attractive labels.

These prices are to dealers only.

	Per doz.	3-doz. case.
Kaempfer's genuine prepared mocking bird food, 1-lb. packages	$2.75	$8.00
Kaempfer's prime selected canary bird seed, 1-lb. packages	.90	2.50
Kaempfer's selected mixed red bird seed, 1-lb. packages	.90	2.50
Kaempfer's selected mixed parrot seed, 1-lb. packages	.90	2.50
Kaempfer's washed and sifted bird gravel, 2-lb. packages	.60	1.65
Kaempfer's celebrated canary song restorer	2.00	
Kaempfer's prepared fish food, small	.60	
Kaempfer's prepared fish food, large	1.00	

Can be had from any wholesale druggist at above prices or from

FRED KAEMPFER, - - 217 Madison Street, Chicago.

WE ARE

"UP-TO-DATE"

INTRODUCERS AND DISTRIBUTERS.

We can do your work **better, cheaper and more thoroughly than you can do it yourselves.** We employ a large corps of **competent, first-class men** (no boys) to do our work, and **we oversee it personally.** We make a specialty of **placing goods on consignment, distributing samples**, circulars, &c. Our **special** feature is handling above matter in **New York City, Brooklyn, Long Island, Jersey City, Hoboken, Newark and Elizabeth,** introducing **new goods** to the **Drug** and **Grocery trades.** Write us for terms and our methods of doing business.

ACME ADVERTISING CO., 30 & 32 East 14th St., New York.

THE FRECK TABLET MACHINES.

Freck Power Tablet Machine.

MARVELOUS ACHIEVEMENTS IN PHARMACEUTICAL MACHINERY.

Greatest simplicity of construction—one-half as many parts on the Freck machines as on others.

Entirely new feeder movement—can be detached in five seconds.

Instantaneous stop—no double charging or accidents.

Capacity from 60,000 to 360,000 tablets per day; makes from one to six tablets with each stroke.

A new and perfect die-holder and exact alignment of compressors.

Greatest durability, best material and workmanship.

FREE OF CHARGE.

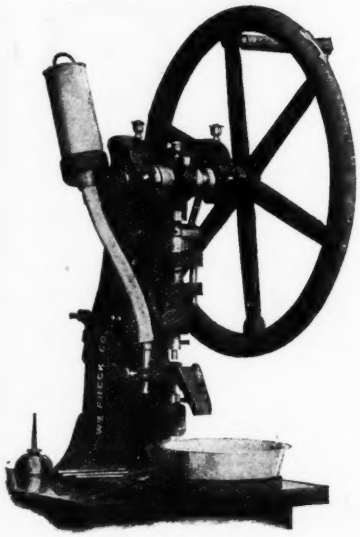
A very ingeniously constructed polishing device for polishing dies and compressors is attached to each hand and power machine free of charge—a great time-saving and very convenient arrangement.

We manufacture tablet machines for the whole world.

Over thirty years' experience as leading inventors and machine builders.

Absolute guarantee on all our machines.

Astonishingly low prices.



Freck Hand Tablet Machine.

Freck Prescription Tablet Machine. Patents allowed and pending.

THE WM. FRECK CO., 116, 118 and 120 S. Clinton St., Chicago, Ills., U. S. A.

Kindly mention this Journal when writing to Advertisers.

not less unassailable than that of quinine or vaccine; and that if the druggist fails to meet the demand for such standard remedies, he will simply sacrifice, through his negligence, so much business.

Parke, Davis & Co. were among the first to realize the medicinal value of the serum remedies. In organizing their bacteriological laboratory, they set about the task with a thoroughness and a lavish investment in every needed apparatus that have come to be characteristic of their manufacturing methods. They first confided their entire bacteriological plant to two able experts whom they summoned from the faculty of the University of Michigan—Charles T. McClintock, A.M., M.D., Ph.D., and E. M. Houghton, Ph.C., M.D. These gentlemen were given carte blanche to employ a corps of trained assistants, to purchase the needed appliances and animals, and to subject the finished products to the most approved and rigorous tests.

Made on a Vast Scale.

When recently visiting this establishment, the representative of the AMERICAN DRUGGIST was not a little struck with the vast scale on which the production of serums and toxins is now conducted. The immense buildings and space devoted to this work alone would readily shelter some of the largest manufacturing pharmacies in the United States. In the new stables fifty-six horses are at present under treatment; before the close of the coming season, this number will doubtless be swelled to at least eighty. Some of the animals are devoted to the production of tetanus (lockjaw) antitoxin; some to anti-tubercle serum; and others to the remedy for puerperal fever, erysipelas and scarlatina, known as antistreptococcic serum. But more than forty of the animals are used solely for the production of the diphtheria antitoxin. The horses—all fine, healthy specimens, apparently in the pink of condition—are invariably subjected at the outset to injections of mallein and tuberculin so as to insure obtaining an uncontaminated serum.

Every parcel of serum is carefully examined by gauging its capacity to counteract a given quantity of the disease-producing virus when injected into guinea-pigs. Parke, Davis & Co. not only use the most severe and searching tests in vogue amongst bacteriologists, but they likewise provide against deterioration from age by adding to each vial an excess of antitoxic units.

Tuberculin for Diagnostic Purposes.

Inspired by the wonderful acuteness with which tuberculin discovers latent or dormant tuberculosis in animals, Parke, Davis & Co. are now producing this diagnostic agent in large quantities for the use of sanitary authorities, dairymen and beef-packers. They seem convinced that it has an immense field of usefulness, and that as it is more generally injected into suspected cattle there will be a striking decrease in the number of consumptives infected by tuberculous meat and milk.

The Laboratory Proper

is distinct from the stables, and bristles with scientific paraphernalia—culture media and culture flasks, slides, microscopes, incubators, serum bulbs, etc., etc. Here a large force of trained assistants are at work, propagating cultures of disease germs, separating the toxins or poisons and executing tests on animals with the various serums. Here, too, is performed that remarkable pharmacological work which has made this house so famous, and which estimates by animal experiment the activity of drugs and preparations unamenable to chemical test—such as strophanthus, digitalis, ergot and cannabis Indica.

The General Impression

made upon the visitor by an inspection of this bacteriological plant is that of the highest order of scientific labor performed in a cautious, searching, liberal and conscientious spirit that cannot be too warmly applauded. There is no reticence, no secrecy, no hocus-pocus for hoodwinking visitors. Inspection is courted, every query receives candid answer, and the admirable work is permitted to speak its own and its most impressive panegyric.

The Hager Memorial.

The monument to the late Dr. Hermann Hager is now complete, and will be unveiled at Neuruppin next month. It consists of a large obelisk, upon which a bas-relief portrait of the veteran pharmacist and a suitable inscription are placed. In connection with the memorial we observe that a young Neuruppin artist, Mr. Ackermann, has made a bust of Dr. Hager as he was in the prime of life, and this is being supplied by subscriptions of 10m. to all who send in their names and addresses to him. It appears to be a life-like production.

ORDER A SMALL SUPPLY OF

SAPOLIO

IN TIME FOR THE

FALL CLEANING.

It pays to keep this Standard Article in stock at all times.

E. L. Patch Co. and Kuehn & Luebbers.

In our issue of July 26th we noted the levying of an attachment by Kuehn & Luebbers on the stock and accounts of the E. L. Patch Co., Boston. Kuehn & Luebbers were selling agents for the E. L. Patch Co., doing business at 133 William street, this city, and their move in levying an attachment on goods stored in their own premises was something of a surprise to the trade. So far as Kuehn & Luebbers are concerned they do not care to make any extended explanation of the controversy, further than that contract obligations were not carried out as they considered they should be. Professor Patch was in New York on September 1st, and matters have now been arranged to the satisfaction of both parties, both sides having agreed to cancel the contract under which they did business, and the agency was terminated. Kuehn & Luebbers have decided to take up the manufacture of pharmaceutical preparations as an independent concern. Their laboratory will be ready soon, and circulars announcing this will shortly be sent to the trade.

HINTS TO BUYERS.

W. A. Gill & Co., manufacturers of plain and lithographed tin boxes and cases, of 350 North Third street, Columbus, Ohio, have recently issued a catalogue and price-list of their manufactures, which will be found extremely useful and convenient for reference by druggists. A card will bring one.

The "Hammond Animal Extract Co.," for which Milhau, New York, is agent, announces Cerebrine, Cardine, Ovarine, Testin, Thyroidine, etc., made under Dr. Hammond's supervision, and prohibits the use of his name in such connection by any other party.

On page 31 appears an interesting suggestion from a very successful manufacturer showing how druggists who keep up with the times may make money. Everyone is more or less interested now in antitoxin, and Mulford's antitoxin has successfully withstood special tests from the Boards of Health of Pennsylvania, Massachusetts, Louisiana, Province of Quebec and numerous other boards. Druggists who keep this serum on hand can, therefore, feel assured of the approbation of their stock by the practicing physicians. All of our readers should read this insert beginning with page 31, for it is to their decided advantage to read and act upon it.

S. H. Wetmore, for many years a member of the firm of Requa & Wetmore and S. H. Wetmore & Co., retired some time since from active participation in the affairs of the S. H. Wetmore Co., on account of ill-health. After residing in the West for some time he has returned to his first love, the drug trade, and is now a member of the firm of J. H. Armstrong & Co., 113 Chambers street, and will hereafter be actively connected with the drug business. Messrs. Armstrong & Co. will act as manufacturers' representatives in

ARMSTRONG'S
Effervescent Granules.
WE CLAIM THE
Championship of the World . . .
FOR
Quality, Purity and Price of Our Granules
Citrate Lithia, Bromide Seltzer,
Citrate Caffeine, Sodium Bromide,
Citrate Magnesia, Lithiated Compound,
Hunyadi, Vichy, Etc.
SEND FOR PRICE LISTS.
Armstrong Mfg. Co.,
Manufacturers of
ALL KINDS OF - - - - - -
EFFERVESCENT GRANULES.
Office and Laboratory, 17 and 19 Union St.,
BOSTON, MASS.

SPECIAL TRIAL SUBSCRIPTION ORDER.

American Druggist Publishing Co.,
No. 66 West Broadway,
NEW YORK.

_____ 1897.

GENTLEMEN:

Please enter my name as a subscriber to the **AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD,** beginning with the next issue, for a special trial subscription of six months, for which I enclose fifty cents.

*Name*_____

*Street and No.*_____

*City*_____

*State*_____

the introduction of specialties in the New York market, and will be pleased to correspond with manufacturers who have druggists' specialties of genuine merit which they wish to place on this market.

The oldest wax bleacher in the United States is Theodore Leonhard, of Paterson, N. J., but Mr. Leonhard does not depend solely upon his long experience to keep him posted, for one of his sons, E. Rudolph, who is also a member of the firm, recently spent some years at Munich engaged in a special line of study as to the constitution of wax, its adulterants, methods of detecting them, etc. The researches of Mr. Leonhard in this direction have probably been as thorough as those of any technical chemist in the world. With the immense bleacheries which they have at Haledon, N. J., the extensive experience of Theodore Leonhard and the scientific instruction and researches of E. Rudolph Leonhard, this firm is, it will be apparent, unusually well equipped for the prosecution of their special line of work, which is the bleaching, cleansing and preparing of waxes for the market. The firm will be pleased to make quotations to jobbers who wish to place brands of waxes on the market under their own trade-mark or name.

Vigor-Floral.

We call the attention of our readers to the page advertisement of the International Perfumery Co., 131 Liberty street, New York, in this issue. Every druggist who has a discriminating trade, particularly with the fair sex, should have this article prominently displayed on his show-case. It is sure of favor wherever used, and with the vigorous advertising now being done, is certain to achieve large sale.

United Agency Co. To Handle Apollinaris, Apenta and Friedrichshall.

We call attention to the joint circulars issued by the Apollinaris Co. Ltd., London, and United Agency Co. (formerly the Johannis Co., of America), 503 Fifth avenue, New York city, announcing the transfer to the latter company of the agency for Apollinaris, Apenta and Friedrichshall Waters, which was in the hands of Charles Graef & Co. from January, 1889. United Agency Co. will also continue to sell the Johannis Water. This mineral water business will be managed by L. Haldenstein, in whose charge it was not only during the regime of Charles Graef & Co., but also when Frederick de Bary & Co. were the agents. The circulars read:

UNITED AGENCY CO.'S CIRCULAR.

"Referring you to the appended circular of the Apollinaris Co., Ltd., London, we beg to confirm to you that we have been appointed their sole agents for the United States and Canada, and will act in that capacity on and after September 1, 1897.

"We trust that you will favor us with your esteemed orders for the Natural Mineral Waters of the Apollinaris Co., Ltd., price-list of which is enclosed, assuring you that the same shall, at all times, have our best attention.

"We beg also to solicit a continuance of your valued orders for Johannis Water.

Yours truly,
UNITED AGENCY CO.,
Formerly Johannis Co., of America,
503 Fifth Avenue, New York, August 25, 1897."

CIRCULAR OF THE APOLLINARIS CO., LTD.

"We beg to inform you that as a result of the amalgamation of the Apollinaris Co., Ltd., London, and Johannis, Ltd., we have appointed as our sole agents for the United States and Canada the Johannis Co., of America, which will change its name to United Agency Co.

"Referring you to the circular appended and to the enclosed price-list, and requesting you to kindly address your esteemed orders for our goods to the United Agency Co., 503 Fifth avenue, New York, we are, dear sirs,

Yours truly,
THE APOLLINARIS CO., LTD.
London, August 14, 1897."

Vanilla in East Africa.

The Austrian Consul in Zanzibar, reporting upon the trade of East Africa, states that the results obtained so far in vanilla culture are almost negative. The most successful cultivators are the Catholic Mission, who have a plantation at Bagamoyo, and the vanilla which they have cured and sent to Europe has fetched good prices. The Consul has good hopes for the future of the industry.

S. H. WETMORE. J. H. ARMSTRONG.

J. H. ARMSTRONG & CO.,

113 Chambers St., New York,

MANUFACTURERS' REPRESENTATIVES.

Specialties introduced and accounts handled in the New York market.

Correspondence solicited with manufacturers of first-class druggists' specialties.

For Toilet Preparations

Use our new and Dainty Design of fine flint bottle. Nothing finer, neater, or more attractive has ever been offered to the trade than our new . . . . . .

Philadelphia Square Toilet.

An attractive package half wins the battle in selling toilet preparations. Our Philadelphia Square Toilet is just the thing. . . . .

Write for quotations and sample to

Saltsburg Bottle Works Co., Ltd.,

SALTSBURG. PA.

Thousands of Dollars ..Saved..

By Becoming a Stockholder in the

EMPIRE STATE DRUG CO.

Laboratories, BUFFALO, N. Y.

Organized exclusively for the protection of Retail Druggists, and managed by druggists actively engaged in the business. Join with us now and begin at once to reap the advantages. Send for particulars and price-list.

N. B.—No stockholder held responsible for any debts of the company.

Essential Oils.

The name of Dodge & Olcott is generally recognized in the drug trade, and rightly so, as a synonym for purity. There is so much sophistication of essential oils, however, that druggists should be slow to accept the statement that the goods offered are Dodge & Olcott's. They should see that they are in original packages and properly labeled and sealed.

Hunyadi Janos and the Medical Congress.

The Hunyadi Janos Springs, Budapest, Hungary, were visited on August 11th by the leading medical men of the United States, returning from the Greco-Turkish war, and en route to the Medical Congress in Moscow, Russia, as American delegates.

On this occasion they expressed their entire satisfaction regarding the plant in general and the process of drawing and bottling the world's well-known Hunyadi Janos Water.

For Sale by Druggists Only.

In the present number will be found a half-page advertisement of the F. Hiscox Co., of 853 Broadway, New York. They have, for many years, been manufacturing Dr. Hay's Hair Health, and marketing it through the legitimate channel of the drug trade. Druggists are freed from unfair competition and assured a generous margin of profit, and the article is being liberally advertised. Druggists who wish to act as agents for the sale of Dr. Hay's Hair Health, and thus secure the benefits of local advertising should write at once. We are assured that the preparation is not only harmless, but of proved value in restoring hair to its youthful color and stimulating its growth. Most hair tonics prove a disappointment to the user, but this one is said to make friends from the outset, and to hold them.

Napoleon and Baron Larrey.

The following anecdote is translated from *La Medicina Militar Espanola* in the *Medical Press*: In one of the great campaigns of the First Empire in Germany the immortal Baron Larrey, the glory of the French medical service in that warlike epoch, was the object of a distinction on the part of the Emperor which merits notice. During the evening of a day in which the French and Germans had a sanguinary battle, Napoleon, always indefatigable for the welfare of the troops, had no wish for rest until he had visited the soldiers. After the victory he went round the hospitals, and in one of them met Larrey, from whose lips he heard that in one of the varying successes of the day, his ambulance had been captured by the enemy, who thoroughly sacked it, carrying off everything, even the sword of the great surgeon. On learning this the Emperor unbuckled his sword, and, handing it to Larrey, said, "Then take mine, and guard it." Baron Larrey bequeathed the sword to his son, Hippolyte Larrey, surgeon-general of the French troops in the Italian campaign against Austria, by whom, at his death, it was left to the Medical School of Val-de-Grace.

Carmel Soap.

Carmel Soap is so well known as a true olive oil soap that it needs no commendation at our hands. The importers of it, A. Klipstein & Co., of 122 Pearl street, New York, have an announcement in the present number of the AMERICAN DRUGGIST. In addition to its purity, Carmel Soap possesses the further advantage over most olive oil soaps in the fact that it is put up in neat and convenient cakes, a dozen in a box.

Parfumerie Ed. Pinaud.

We take pleasure in calling attention to the advertisement of this well-known line on page 5 of the present issue. These goods are not only of deep-rooted popularity in America, but are known all over the world. That the American agents recognize the drug trade as a valuable factor in the sale is shown by their persistent use of the columns of the pharmaceutical press for advertising purposes. When a perfumer does not advertise to the drug trade it is generally because he is looking mainly to the department stores for the sale of his goods. At best it must be admitted that he leaves himself in an equivocal position. Druggists would consult their own best interests by loyally supporting a manufacturer who seeks them in a frank and manly way.

Patient—What? Two dollars for takin' oud dem teeth?

Dentist—Two dollars if you take gas.

Patient—Young man, I t'ought you vas a dentist. I didn't know you vos a gas gombany.

"BEST" means "BEST."

Some people say their products are the best, because the word is handy and doesn't take up much room.

We don't use the word that way. When we say "best" it means "best." It means that the article named is better than anyone else can make it—that in that particular article we excel the world. Here are a few products that are the "best."

FORMALDEHYDE. We are the largest manufacturers in the world of this article.

RESORCIN. We are the original introducers. Our brand is the whitest and lightest known.

VANILLIN. Guaranteed absolutely pure. Any quantity for immediate delivery.

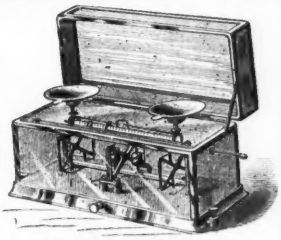
WINTERGREEN. A wonderful synthetic. A perfect substitute for the natural.

To get the best, always specify "Fries Bros.'"
If you want samples, we are glad to send them.

TRADE F B MARK

FRIES BROS.,
Manufacturing Chemists,
92 READE STREET,
New York.

THE REASON WHY.



Prescription Scale No. 269.
"The Favorite."

It isn't chance that makes our scales the only accurate scales in the world. The reason is founded on natural laws.

The TORSION BALANCE SCALE

is accurate, and remains accurate forever, because it is constructed on a principle that prevents friction; hence there is no wear or variation. Scales with knife-edges are bound to *wear*. They are bound to vary. A scale to be absolutely reliable must have

No Knife-Edges, No Parts that Rub, No Wear.

Send for Catalogue.

THE SPRINGER TORSION BALANCE CO.,
92 READE ST., NEW YORK.

A Helpful Little Book.

Retail druggists who believe in keeping themselves prominently before their customers, would be much interested in a little book which has found its way to this office. It is entitled, "The Heart of It," and comes from the always clever pen of E. St. Elmo Lewis, of Philadelphia. Fortunately for the pharmacist, he is doing no violence to the ethics of his profession when he advertises himself and his business. Consequently there is a growing class of pharmacists who are quick to see the advantages of this sound business policy. Unfortunately, they do not always know how to set about doing it—or where they undertake it, they do it so badly that it were better not done at all. Such a pamphlet as this will be particularly helpful to such as are willing to learn. We would sincerely advise any druggist who wants to do more business to write to Mr. Lewis and ask for a copy of "The Heart of It."

The Broncho Remedies.

The very salable line of homeopathic remedies manufactured by the Bronx Chemical Co., of Yonkers, N. Y., seems destined to grow continually in popularity, judging by the reported sales which reach us from druggists all over the country. A ten-cent homeopathic line was certain to achieve a ready sale in any event, but the "Bronchos" have been so cleverly advertised that it is small wonder they have been a success from the beginning. The company invites druggists to send in their mailing lists and arrange for the agency of the goods, which is to include direct local advertising and a house-to-house delivery of samples with the agent's imprint.

Clinical Thermometers.

Probably the best-known and most deservedly popular clinicals before the American profession to-day are those manufactured by Henry Weinhagen, of 22 North William street, New York. We invite attention to the advertisement which appears on another page.

Rhodinol II. for Rose Water.

Rhodinol II., the new synthetic substitute for the natural oil of rose, is in great demand among druggists for all purposes for which the oil is used. As indicating the favor with which Rhodinol II. is received by the trade, the selling agents, Fries Bros., manufacturing chemists, 92 Reade street, New York, publish the following correspondence:

Messrs. Fries Bros., New York.

Gentlemen: Referring to yours of the 19th inst., permit me to say that after making a somewhat particular examination of your Rhodinol II. I confess to being of the opinion that there is little or no observable difference in its characteristics to a good quality of true Oil of Rose. It was a surprise to me to find such remarkable similarity in synthetic compound to natural. The rose gardens of Persia may hereafter bloom for beauty, but not for commerce. I hope at some future time to try others of your synthetic oils, and will then report to you. Yours truly,

(Signed) J. W. Wood.

Pasadena, Cal., August 26, 1897.

Messrs. Fries Bros., New York City.

Gentlemen: I have experimented with the sample of Rhodinol II. sent me on June 28th in making rose water, and have delayed reply while waiting to see if the product resists the tendency to decompose under the influence of the warm weather. The rose water is eminently satisfactory in odor, and thus far has not become impaired in quality that I can see. I expect to order Rhodinol II. instead of Oil of Rose next time.

(Signed) Yours truly,
W. R. Pratt.

Everett, Wash., August 26, 1897.

Adopt a New Trade-Mark.

The proprietors of Gaudichaud's Compound Sandal Wood, which has been on the market about thirty years, have adopted a new trade-mark, because of the continued efforts in certain quarters to market a product purporting to be and labeled Gaudichaud's. The new trade-mark in question will be found in the advertisement on another page.

Tablet Machinery.

The Freck Tablet Machine, which is advertised in this issue, has achieved a wonderful popularity among druggists. It is manufactured by the William Freck Co., manufacturers and dealers in tablets and laboratory machinery, 116 to 120 South Clinton street, Chicago, and the advantages claimed for it are great simplicity, accuracy and durability. William Freck, the head of the firm, is widely and favorably known as an inventor, designer and manufacturer of machinery,

INVALID'S "IDEAL" DRINKING CUP.

NOVEL. ✤ SIMPLE. ✤ PERFECT.

USEFUL. ✤ CONVENIENT. ✤ ANTISEPTIC.

This Drinking Cup is designed for the convenience of attendants and comfort of patients. Being made of glass, the contents can be seen and administered as fast or slow as desired. The patient has the free use of the lips at all times. Use it for milk, soups and liquids of all kinds. Cleanse thoroughly after using.

If it gives satisfaction let your friends and neighbors know about it. Let us send you a catalogue of our **good things in GLASSWARE.**

BELLAIRE BOTTLE CO., Bellaire, Ohio.

New York Office, 32 Park Place.

THE MOST ATTRACTIVE PACKAGE OF

Gum Camphor

ON THE MARKET.

Sumitomo (Kobe, Japan) Refinery.

✤

16 one-ounce tablets in box.

60 boxes in a case.

✤

Price the same as ordinary gum camphor.

In ordering specify Sumitomo.

Sumitomo Camphor Refinery.

KOBE, JAPAN.

For Sale By All Jobbers.

with over thirty years' experience, and his name attached to any article of machinery is recognized as a guarantee of good workmanship.

One of the excellent features of the Freck Tablet Machine is a convenient little polishing device, which can be attached to power or hand machines without additional expense. The new device polishes and compresses at the same time, and so does away with rusty and rough surfaces, making a beautiful tablet. A card addressed to the William Freck Co., at 116 to 120 South Clinton street, Chicago, will bring a catalogue of machinery of interest to druggists.

Schering's Formalin Lamp.

Schering & Glatz, manufacturing chemists, 55 Maiden Lane, New York, are calling attention prominently to the new method of disinfection by Schering's Formalin Lamp, illustrated below. Formaldehyde in the solid form, in pastils weighing 15 grains each, is used in this lamp, the formaldehyde being vaporized. Every pastil, it is stated, develops 1 gr. of pure formaldehyde gas, the equivalent of 2½ grs. of the 40 per cent fluid formalin. This polymerized form of the formaldehyde is identical with the Paraform, which Schering & Glatz introduced about three years ago as an intestinal antiseptic. The lamp is furnished to pharmacists at $1.25, and this includes two boxes of paraform pastils. The lamp is claimed to be far superior to the various formaldehyde lamps which have been recently introduced and in which wood alcohol is used to produce formaldehyde vapors.

The Armstrong Mfg. Co., of Boston.

The recent business depression has only served as a stimulus to the Armstrong Manufacturing Co., of Boston, and at the present time the concern is working early and late to keep pace with its orders. The Armstrong Co. has absorbed the Cleveland Granule Co., and in the future all goods will bear the label, "The Armstrong Manufacturing Co., manufacturers of the Armstrong and Cleveland effervescent granules." The company is at present extending its business into Georgia, New Mexico and California. The concern will have an exhibit at the coming food fair in Boston, at which the novel idea of having a medical staff to attend to the wants of the public gratis will be introduced. Charles A. Kilham, late of Carter, Carter & Kilham, has recently been added to the Armstrong Co.'s already efficient business corps. The concern is managed by these officers: W. C. Pope, president; C. A. Kilham, treasurer, and J. J. Wall, secretary.

To Increase Prescription Business.

A full page advertisement of M. P. Gould, 536 Pearl street, New York, in regard to "Short Talks to Physicians" will be found on page 69 of the present issue. It does appear that these little "Talks" are really clever advertising.

Mr. Gould informs us that they are now in the seventy-second thousand, and have met with great success in all parts of the country; in small towns as well as the larger cities. Druggists interested in more prescription business should send in their orders for "Short Talks" at once, as only one set is sold in a town.

Mr. Gould is a formerly-of-the-West man, and like most Western men, is full of "ginger and originality," notwithstanding his matter-of-factness. He has a hard-headed business-like way of going at things that doesn't savor a bit of the *dilettante*. In truth, his experience in business itself has robbed him of all that. One of the three firms in Kansas City for whom he used to do the advertising is now doing a business of $750,000 a year. Mr. Gould is a newcomer to the advertising columns of the AMERICAN DRUGGIST, yet we take pleasure in introducing him to our readers, and hope that they will improve this opportunity to get better acquainted with a man who is making such a reputation in drug store advertising.

CARMEL SOAP... Made in Palestine, Syria.

Made where the olives grow, at foot of Mount Carmel, in the Holy Land. An absolutely pure article. Nothing equals it for Nursery, Toilet and Bath.

A. Klipstein & Co., 122 Pearl St., N.Y.

A KLONDIKE

FOR THE COMING SEASON'S SODA-WATER BUSINESS.

Don't close contracts for ice-cream until you have investigated the merits of

Junket Cream Ice,

for Junket Cream Soda.

JUNKET CREAM SODA

IS THE COMING DRINK.

IT WILL BE POPULAR.

Ice-cream soda without a rival. No royalty charged. We supply the Junket in handy tablet form, with full information for manufacture of **Junket Cream Ice** and formulas for

JUNKET CREAM SODA.

To leading pharmacists in large towns and cities who make *early* application for Junket Tablets, we offer special terms.

The most rapid and economical process for ice-cream ever invented. It will save you dollars and please your patrons.

Read what the AMERICAN DRUGGIST says of the ice-cream made with

Junket Tablets:

"A cream which for appearance, taste and economy of manufacture, surpasses cream made by any other process."—AMERICAN DRUGGIST, Aug. 25, 1897.

ORDERS OR LETTERS OF INQUIRY MAY BE SENT TO

CHR. HANSEN'S LABORATORY, Little Falls, N. Y.

Vacations.

Don't be a slave to business. Be its master. The days of slavery and martyrdom are happily past. A slave can hardly be expected to be a wide-awake individual, and a mercantile martyr is a miserable misfit. Good, healthy recreation makes a bright merchant brighter. Tie a man down to the four walls of his business abode, and he will speedily become as narrow and musty as his surroundings. The vacation season is now with us. Of course you allow your clerks a week, or perhaps two, without loss of salary. That is the usual method. It is such a universal custom that many clerks look upon it as their right, and do not consider it a concession on the part of their employer at all. When they return from their annual outing it takes them from one to two weeks to settle down to work again. This is all wrong. Such clerks should be made to understand that a vacation is supposed to make them better men and women than they were before—better salespeople and business people. It should improve their health, give them a needed rest, and make them on their return more willing and anxious to excel in whatever duties they are expected to perform.—*Dry Goods Economist.*

The Oldest University in the World.

This, without doubt, is the university of Fez, in Morocco, called the Keronine, which was founded in the ninth century by a woman, native of Keronan in Tunis, called Fatma the Holy. Not only, says the *National Druggist*, is this the earliest of all universities now in existence, but during the tenth and eleventh centuries almost the only source of wisdom to which wandered students from all parts of the known world, Mohammedan and Christian alike, "to drink all the sweet waters of knowledge," to use the poetical Arab phrase. There are records showing that at that period Fez was full of Andalusian, French, and even English students (up to the foundation of Oxford and Cambridge, and of Paris), where they mingled peacefully with those of Tunis, Egypt, Tripoli and other Mohammedan lands.

A Serum Jag Cure.

A physician on the Pacific Coast claims to have discovered a cure for drunkenness by inoculation with horse blood. The substance which he gains by injecting alcohol into the blood of a horse he calls equisin. Alcohol is introduced into the horse and the blood drawn off into a sterilized vessel, in which it is mixed with chloral to influence the clot. After settling for twenty-four hours it is subjected to a freezing process, and then shaken for half an hour. The result is a thin, somewhat sticky fluid.

Ralph Waldo Emerson's Cure for Rheumatism.

Ralph Waldo Emerson told a good story of a friend who always carried in his pocket a horse-chestnut as a protection against rheumatism, just the same as some people wear shields, Boyd batteries, the electropoise and other trinkets. Emerson thus testifies to the results in his friend's case: "He has never had the rheumatism since he began to carry it, and, indeed, it appears to have had a retrospective operation, for he never had it before."

The Usual Way.

"Will you kindly hand these little things to the editor? What is the usual way? I've never done any work for the papers before."

Office Boy—"Well, the usual way is just to leave them, and then come around in a day or two again—and get them back."—*Exchange.*

Suggestive, Surely.

This suggestive juxtaposition of items appears in the *Evening News*, of Asbury Park, N. J.:

Huckleberry pie is in our midst.
Take Hood's Pills for summer ills.

The liquorice root exported from the Consular District of Batoum during the year 1896 decreased by 5,752 tons, which is chiefly attributable to keen competition on the part of the liquorice root and paste factories in Syria, and to the fact that less root was collected and pressed during the gathering seasons of 1895-6, in consequence of the inundations of the autumn of the former year.

Talks About Newspaper Advertising

By PETTINGILL & CO.—No. 9.

"The flower that is born to blush unseen" is of just as much value to the world as the "unkissed kiss" or the "unspanked spank."

What good is there in good if it is *hidden* good?

For you, Mr. Druggist, where's the use in having what you think is the best thing in the world if you don't let people know of it? And by people, we mean perhaps only the people of your own neighborhood, or of your own city or town. It is part of our experience to tell you whether you have an article good enough to let its light shine before the whole world or to restrict its publicity to the immediate circle of its own community.

If you have something that sells well to your customers, the probabilities are that some other druggist can sell it just as well to his customers for you, only you must let his customers know as well as you let your customers know what a good thing you have.

This "letting people know" we call advertising, and while fortunes have been made by it, more fortunes have been lost by its injudicious use.

To help you to do the work judiciously, to show you what things to avoid and what plan to stick to, is the work of the conscientious advertising agent. Just as you go to your lawyer and presume he has a knowledge of law, so you can come to us with the presumption that we know our business and have a thorough knowledge of advertising.

We ought to by this time: we have been at it for 46 years.

PETTINGILL & COMPANY

32 School Street, Boston. 309 Broadway, New York.
Newspaper Advertising Agency.
In Business 46 Years.

SPECIAL ANNOUNCEMENT.

FOX, FULTZ & CO., NEW YORK and BOSTON.

MANUFACTURERS OF BOTTLE GLASSWARE AND DRUGGISTS' SUNDRIES.

We cordially invite all visiting druggists to call and see us in our new and commodious quarters, 31 Warren Street, New York.

Easy of Access.

Our new offices and salesrooms are easy to find, as they are only about five hundred yards from the City Hall, less than a block from Broadway, and within easy reach of the surface cars and the elevated railroads.

Commodious Quarters.

We occupy about the whole of the large building which extends from Warren Street through to Murray Street, being 175 feet deep and about 30 feet wide. The several floors give us ample room for storage, and every convenience for manufacturing and displaying goods. On the first floor are located our counting-room, offices and salesroom. Here we display a line of druggists' sundries which for extent and variety cannot be surpassed anywhere. Without exaggeration, we can say that we have the finest showroom in the city, and any visiting druggist makes a mistake who does not "drop in" while in the city.

SALESROOM.

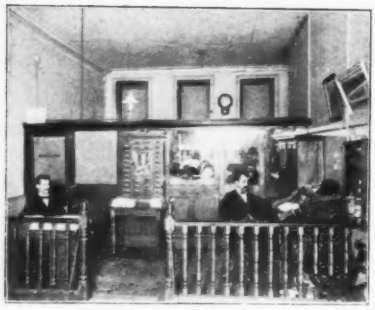
Mail Orders.

Although we keep a large corps of regular salaried salesmen constantly on the road, still a great portion of our orders come direct to us by mail. This is due to the fact that we have been publishing our "Druggists' Sundryman" for a number of years, and have catered to this class of trade in various other ways. The steady increase in our mail orders shows that confidence is placed in what we say, and that our customers are pleased with our goods and our methods of doing business.

New Illustrated Catalogue.

In order to facilitate business and increase our mail orders, we have just published a new catalogue. It is a well-bound book of 216 pages, copiously illustrated, and enumerating every variety of druggists', chemists' and perfumers' glassware and druggists' sundries. It is a reference book which we would be pleased to send to any of our customers who have not already a copy.

Kindly mention this Journal when writing to Advertisers.



A CORNER OF THE OFFICE.

New Stores or Refitting Old Ones.

We have special facilities for fitting up new stores, and the attention of druggists about to enter business for themselves is especially directed to this feature of our business. See our advertisement on a following page.

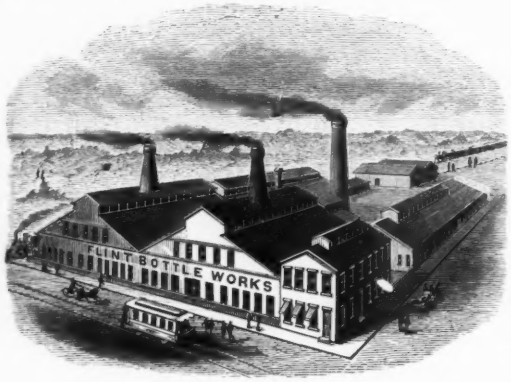
CORKS.

Realizing that the careful and conscientious druggist is very particular about the quality of the corks he uses, we determined some time ago to establish a cork factory of our own, so that we could produce just what our customers wanted. This we did, locating the factory in Boston. As we are able to compete in price with any of the older factories, we are now shipping our product to all parts of the United States, Canada and Mexico. Our "Fox Head" corks are sold largely to druggists who prefer something even better than the XXX grade ordinarily sold to the drug trade. They are longer than the "extra long," and are preferred on this account. Our other brands are well known and have a large sale. We are prepared to quote very low figures for large orders.

SHIPPING ROOM.

BOTTLES.

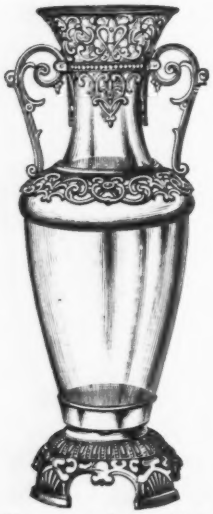
We are headquarters for all kinds of bottles, plain or lettered prescription ware, private mould ware in flint, green or amber. Our prices are the lowest and our shipping facilities are unusual, as we can ship from stocks in Boston and New York, and direct from factories in Baltimore, Philadelphia, Pittsburgh, Woodbury, N. J., and from factories in Ohio and Indiana. Write for prices.



Rubber Goods.

We would call special attention to our Rubber Goods. We put up a very large line of Bulb, Fountain and Combination Syringes, Atomizers, Water Bottles, Teething Rings, etc. The goods we put up are just what the people want, and the prices are right. If any special syringe, or other article made of rubber or glass is wanted, we have the facilities for furnishing it.

We want some of your business. When in need of any goods in our line, write us for prices. You will be surprised at what we can do for you.



No. 1—25 inches high.

F., F. & Co.'s NEW SHOW BOTTLES.

ELEGANT DESIGNS, STYLISH AND ATTRACTIVE.

IF YOU WANT TO ATTRACT ATTENTION, HAVE THE LATEST.

We have several styles—ranging in price from $7.00 to $14.00 net, each.

Write for descriptive circular.

FOX, FULTZ & CO., 31 WARREN ST., NEW YORK, and 18 BLACKSTONE ST., BOSTON.

Kindly mention this Journal when writing to Advertisers.

Tile Hot Soda Urns

No. 1 and No. 2.

The Top and Base each made of one solid piece of Art Tile and the Body or Tank of Heavy Copper, Nickel-Plated.

NEW STYLES MADE AND DESIGNED EXCLUSIVELY FOR FOX, FULTZ & CO.

The artistic designs as shown in the illustrations make them an ornament to any store, while the price brings them within the reach of all. They are a happy medium between the high-priced apparatus sold by the Soda Fountain Manufacturers and the lower-priced Nickel-Plated Urns.

They are made to set anywhere on the counter and are heated by means of a gas or oil stove placed inside of the base. They are all ready for use.

No connection with water pipes is necessary, the water being poured, when necessary, into the tank, after removing the top. Explosion is impossible.

	Each, Net.
No. 1—With water gauge and gallery,	$32.50
No. 2— " " " no gallery,	30.00
The Royal " " " "	25.00

These prices do not include heater, bottles or mugs.

Write for a descriptive circular of our Hot Soda Urns and accessories.

The "Royal."

Made of China and coated with a beautiful brown glaze.

NICKEL-PLATED

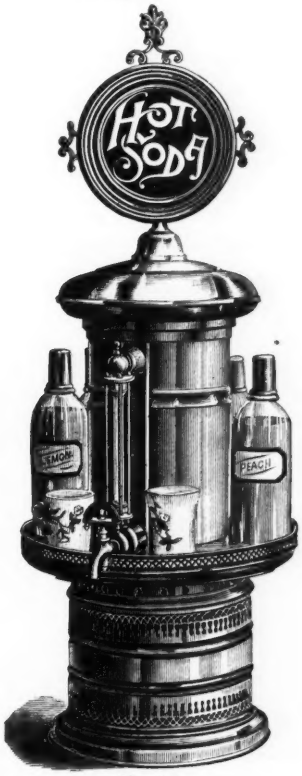
Hot Soda Urns

SOME AS LOW AS $8.00 EACH.

All new and exclusive designs. All ready for use. No connection with the water pipes necessary. Explosions impossible. Adapted for either gas, gasoline or oil stoves. Copper nickel-plated and heavily tinned inside. Four styles in stock.

THESE PRICES DO NOT INCLUDE HEATERS, BOTTLES OR MUGS.

	Each, Net.
No. 10—With water gauge and gallery. Capacity, 12 quarts	$15.00
No. 11—With water gauge, gallery and thermometer. Capacity, 12 quarts	14.00
No. 12—With water gauge and thermometer. Capacity, 12 quarts. With pitcher	13.00
" " " " " Without pitcher	10.50
No. 13—With water gauge and tumbler warmer on top. Capacity, 12 quarts	8.00



No. 10.

WRITE FOR DESCRIPTIVE CIRCULAR OF OUR HOT SODA URNS AND ACCESSORIES.

FOX, FULTZ & CO., 31 Warren Street, NEW YORK, and 18 Blackstone Street, BOSTON.

NEW STORES or REFITTING.

Shelf Bottles, Show Jars, Scales, Etc.

We employ a large force in our Glass Labeling Department, and are able to execute orders in the quickest possible time. We always have some stock sets (see below) on hand, which we can ship immediately upon receipt of order. As we turn out large quantities of Labeled Shelf Bottles—fitting out more new stores than any other house in the business—we are able to make very low prices. If you are thinking of starting a new store or wish to improve the appearance of the one you have, write to us, for we can help you.

ROUND RECESSED WARE---Eastern Shape.

Having Oblong Recesses with square corners to take the label, so that its surface is flush with the outside of the bottle.

As these bottles are heavy and durable, as well as less expensive than the surface label style, they are the most popular bottle manufactured.

145-PIECE SET

CONSISTS OF

16 ¼-Gallon S. M.
22 Quart "
27 Pint "
20 ½-Gallon Tinct.
28 Quart "
32 Pint "

STOCK SETS

CONSISTING OF

145 Bottles, with No. 101 Label attached, $33.75 per set net.

216 Bottles, with No. 101 Label attached, $50.00 per set net.

216-PIECE SET

CONSISTS OF

24 ½-Gallon S. M.
36 Quart "
48 Pint "
24 ½-Gallon Tinct.
36 Quart "
48 Pint "
Including glass labels attached.

Why use an ordinary steel spatula when you can get our

NEW STYLE EUREKA SPATULAS

Now at About the Same Price as an Ordinary One.

Since putting the original Eureka Spatula on the market, we have improved it by making the core of the handle as well as of the blade, of steel and covering both with hard rubber. This not only adds to its appearance, but also makes it more durable. The new style Eureka Spatula is the most serviceable instrument for the purpose ever made.

	Per Doz., Net.		Per Doz., Net.
3-inch Blade	$3.36	7-inch Blade	$6.60
4 " "	3.60	8 " "	7.80
5 " "	4.20	9 " "	9.00
6 " "	4.80	10 " "	12.00

F., F. & Co.'s No. 31 POWDER SPRINKLERS--NEW

Made of a Composition Resembling Hard Rubber, Black and Highly Polished.

VERY NEAT AND ATTRACTIVE.

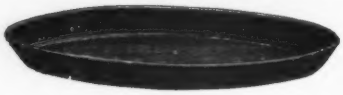
When ordering, be sure to state what size cork is wanted.

Per Gross, Net.
Price..... $4.00

Special price on large quantities.

HARD-RUBBER SCALE-PANS.

For Counter Scales—New.



Size.	Per Pair, Net.
9 in. diameter	$2.00

For Prescription Scales.

Size.	Per Pair, Net.
3 in. diameter	$0.75

FOX, FULTZ & CO.,

31 WARREN ST., NEW YORK, and 18 BLACKSTONE ST., BOSTON

Kindly mention this Journal when writing to Advertisers.

Facts About Camphor.

The results of an investigation regarding the camphor tree are announced in a bulletin of the Agricultural Department just issued. It says that for most of its secondary purposes the camphor tree may well be cultivated wherever it can be made to live. But for the distillation of camphor gum and oil, with a commercial view, and for the production of wood for cabinet purposes, it must be grown under the most favorable conditions. The minimum winter temperature should not be below 20 degrees Fahrenheit. The soil should be sandy, well drained and irrigated, unless there are abundant rains, and plenty of food rich in nitrogen is required for rapid growth. The consumption of camphor in this country, as measured by the importations, has been decreasing during the last ten years, while the price has been increasing. The bulletin says:

"There has been an increase in importations of refined camphor, due to improved methods of refining and packing in Japan and changes in the tariff, but this increase has been much more than counterbalanced by the decrease in importations of crude camphor. The decrease is due to a number of causes. As a result, there has been an increase in the price of camphor, and this in turn has led to the introduction of substitutes. Menthol and other peppermint derivatives or compounds, carbolic acid and its derivatives, naphthalin, formalin and insect powder are now used for various purposes where camphor was formerly employed. Camphor has been manufactured artificially at a cost leaving a margin of profit at present prices. It is therefore apparent that if the production of camphor from the trees is to be carried on with profit in this country and the industry increased to any considerable extent the price of camphor must be reduced to compete with the prices of substitutes now taking its place."

An Effective Call.

A hardware "drummer" who put up for the night at the leading hotel in a small town, had, before retiring, left explicit instructions to be called for an early train. He was very earnest about the matter, and threatened the clerk with all manner of punishment if that duty was neglected. Early in the morning the guest was disturbed by a lively tatoo upon the door. "Well?" he demanded sleepily. "I've got an important message for you," replied the bell-boy. The guest was up in an instant, opened the door and received from the boy a large envelope. He tore open the envelope hastily, and inside found a slip of paper on which was written in large letters: "Why don't you get up?" He got up.—*Home Magazine.*

Barrels of Money.

This paper knows of no more progressive house than that of Bauer & Black, of Chicago, whose fame as makers of O-P-C Suspensories has gone out into every nook and corner of the United States. It is as much a matter of pleasure to us to print the advertisements of this concern as it is a matter of profit. Their ads. are always timely. Messrs. Bauer & Black have a distinct way of saying things which is refreshing. What they have to say is said plainly, and there is never any doubt about their meaning. This issue they occupy a full page, with an ad. headed "Barrels of Money." They call attention to the fact that the era of "cheapness" brought on by the hard times of the last five years is coming rapidly to an end, and that there never was a better time than now to handle their famous O-P-C Suspensories. When times are good people buy the best. There is no question about the superiority of Old Point Comfort Suspensories, and everybody knows that times are getting better every day.

$250.00 REWARD.

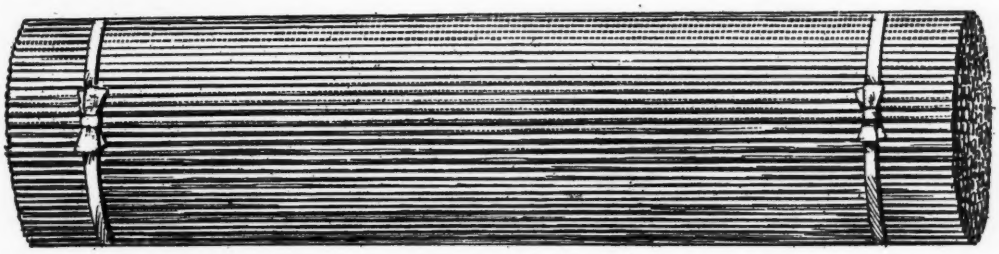
We will pay any druggist a reward of $250.00 for evidence (confidential or otherwise) that will lead to the conviction of any counterfeiter or counterfeiters of our **Dr. Williams' Pink Pills for Pale People,** said amount to be paid on conviction. We invite correspondence.

W. T. HANSON CO., Schenectady, N. Y

Soda Mint Straws

The very latest winning novelty for the soda fountain. Soda Mint Straws are made of the popular Soda Mint Chewing-Gum, and are used in place of the ordinary straws at the soda counter. The customer drinks his soda through the straw and then chews the straw, thus getting a piece of the best chewing-gum made with every glass of soda water. They are not an additional expense to the dealer. They will save you money by diverting trade from ice cream soda, which is seldom consumed through a straw, to less expensive drinks.

FREE SAMPLE BY MAIL. ENCLOSE STAMP.



They are not an experiment—they are a howling success. Price, $3.00 per box of 500 straws. 60c., box of 100 straws. We put them up to sell for penny goods also. Put them in now. DON'T WAIT TILL EVERYBODY ELSE GETS THEM.

Sold by Jobbers If your jobber does not have the straws we will send you sample box, charges prepaid, on receipt of price.

OHIO GUM CO., - - - LISBON, OHIO.

A Chapter on Sponges.

Sponge, or rather the Latin "spongia," was an unmentionable word in ancient Rome. The article itself, probably coarse and badly prepared, was used for toilet purposes in those days only in the sense in which "toilet" is employed as a euphemism by manufacturers of certain sanitary articles, and "spongia," therefore, was actually reckoned as an obscene word. Now we have changed all that with a vengeance. The sponge is symbolic of the greatest of household virtues, and is reckoned the most noble of toilet requisites. And why not, for is it not a companion of the bath? It is true that its ready absorption of liquid refreshment has given an unpleasant figurative meaning to the word "sponge," but this is unmindful of the generous way in which the toilet article parts with it again, which the human sponge never does. However, it is this very greediness for liquor and capacity for holding it "with comfort," like a seasoned toper, that makes the sponge the important commercial article that it is. There is nothing like it in nature, and nothing like it could be produced artificially. Its existence looks like a hint from Providence that cleanliness, like honesty, is the best policy, especially when we take into consideration that natural soap abounds, and that natural towels are not unknown. The ingenuity of man has improved on the last two products, but the great panjandrum of inventors himself could not make a sponge equal to one from Nature's workshop. And, now, what is a sponge anyhow? as our American friends say. The "man in the street," who is rather given to take things for granted, thinks that it is a vegetable of the sea-weed order of things. He is not altogether out of it, for the best explanation of the nature of a sponge that we can give in a few words is that it is an animalized vegetable substance secreted by a marine organism. This organism, which is lower in the social scale than the jellyfish, sucks in water continually, and with it microscopic atoms of animal and vegetable matter. The former is assimilated as food; the latter is converted into an inorganic framework to assist the ceaseless pumping operation. The sponge may be compared to the silkworm's cocoon, and the fibre of which it is composed has a chemical relation to silk.

The live sponge in no way resembles the sponge of commerce. It is surrounded by an outer skin, a simple inorganized membrane, and when this is cut open the living organism looks something like raw beef.

It is intersected with the canals and cavities, which are filled with a sticky glutinous substance called sarcode, of a greyish-brown color and of the consistency of treacle. The sarcode is the only part of the sponge that is alive. The flexible skeleton to which it is attached is inorganic, and it is this that, after certain purifying manipulations, comes into commerce as a sponge. It propagates its species by the formation of cells or by the division of the parent sponge. The cell, in the form of a yellowish capsule, floats out and takes up an independent situation on a rock, gradually growing larger and larger by incessant feeding. Attempts have been made to cultivate the sponge artificially by dividing it and "planting" the separate pieces, but even after considerable growth they still show the marks of the knife, and are so deteriorated in quality in the market that the game has proved not to be worth the candle.

Sponges are found in many warm waters throughout the world, but the commercial articles come to us chiefly from the Mediterranean, British Honduras, Cuba and Florida. The sponge likes a quiet life, and only flourishes exceedingly in calm waters. Therefore, the best come from the tideless Mediterranean, and the finest variety of these is known from its shape as the Turkey cup. The crop is gathered by trawling and

(*Continued on page 56.*)

Sifters and Mixers

—: FOR :—

RETAIL -- DRUGGISTS.

All sizes from 6 pounds up. Any store can use one of these mixers to good advantage and with profit. Write for prices and catalogue of special machinery for manufacturing druggists.

J. H. DAY & CO.,

1144 "H" Harrison Ave., Cincinnati, O.

Branch Office—61 Park Place, N. Y.

IT PAYS TO SHOW YOUR GOODS

and it pays to show our Cases, as up-to-date merchants will not be without them after once seeing them

Fig 68a

"Phillips'"

Silent Salesman

TRADE MARK

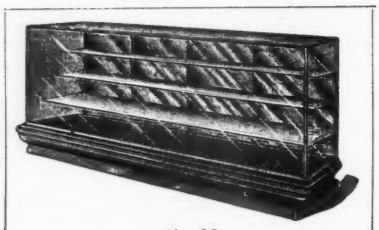
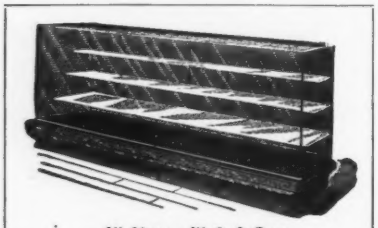


Fig. 68



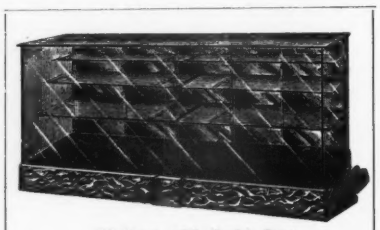
All Glass, with O. G. Base

Showcases

AND

All Glass Cases

Select your style, and get our prices



All Glass, with Marble Base

THE JOHN PHILLIPS CO., Ltd., DETROIT, MICH.

MANUFACTURERS OF

THE "SILENT SALESMAN" SHOWCASES

Kindly mention this Journal when writing to Advertisers.

IT MIGHT be **WELL** to mention that we offer you **SOMETHING USEFUL.** We will send you a complete set of **Rubber Stamps, Self-Inking Pad** and extra **Ink.** Just the thing to make your own signs and price cards. They are valuable in a dozen ways, and when in the hands of a bright, progressive merchant can be made to earn a good salary by their timely usefulness. The set contains the alphabet A to Z, figures 1 to 0, exact sizes as shown; $ and c. marks; two Ornaments; Index Hand and Rule and Gauge. Will send this complete outfit, prepaid, anywhere on the American continent on receipt of **$1.50,** and your money back if you want it. SPECIAL OFFER. Cut this advertisement out; it will not appear again.

$5A

CHAS. L. SAFFORD CO., 177 Madison St., Chicago, Manufacturers of all kinds of Rubber Stamps. Send for Catalogue.

SCHOOL OF PHARMACY OF THE UNIVERSITY OF MICHIGAN.

Two years, of nine months each, for the degree of Pharmaceutical Chemist.
Four years, of nine months each, for the degree of Bachelor of Science in Pharmacy.
For Annual Announcement and Register of Alumni, address the secretary.

A. B. PRESCOTT, Dean. **A. B. STEVENS, Secretary, Ann Arbor, Mich.**

BEEF, IRON AND WINE WITH CELERY . . . .

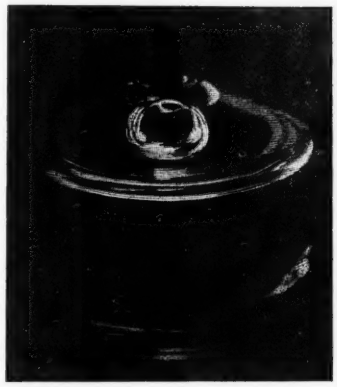
The addition of Celery to our Beef, Iron and Wine makes it sell every time in preference to any other brand. Put up in pint ovals, engraved label, wrapped in parchment.

ONE DOZEN ABSOLUTELY FREE

to anyone giving us their order for two dozen at the price, $5.00 per dozen, making three dozen you will receive for $10.00. Freight allowed.

Guaranteed to be equal to any made.

Address **CELERY MEDICINE CO., KALAMAZOO, MICH.**



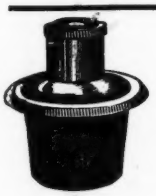
Send $1.50

to **S. G. BALDWIN, Marion, Ind.**, for his pump ink-well; holds half-pint, and pumps the ink into a cup on piston as needed. The cup is held up to a small opening in the cover for the pen. No inky fingers; hard to upset; the best ink-well on the market. Order one, and you will order for your trade.

$12.00 per doz.

Half-dozen at dozen rates.

S. G. BALDWIN, Marion, Ind.



A. H. WIRZ,

913, 915, 917 Cherry Street, PHILADELPHIA, PA.

MANUFACTURER OF ALL KINDS OF

BOTTLE STOPPERS

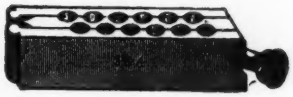
FOR

Cork AND Screw Neck Liquid AND Powder Bottles.

OUR NEW STYLE CAPS NEED NOT BE REMOVED.

COLLAPSIBLE TUBES

For colors, ointments, pastes, varnishes, lithographic and printing inks, and perfumes, any length and diameter.



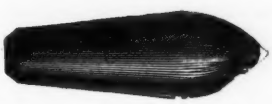
PILL MACHINES,

To run by hand or steam power, for round, oval or lentil shaped pills of any size. Our power machines turn out 300,000 pills per day of ten hours.

Sole manufacturer of the COOPER PATENT PILL MACHINE, with reversible plates. All our machines are warranted to turn out perfect pills from every groove.

Hand Pill Compressors **for any shape and size of pills.**

Suppository molds, all sizes and shapes, including the improved "Wellcome" shapes for suppositories and bougies.



PLEASE ORDER FROM YOUR WHOLESALE DEALER

A Chapter on Sponges.

(*Concluded from page 54.*)

diving, the latter being the preferable method, as the heavy nets damage the sponges. The diving is done with the aid of the most modern apparatus, and also in a state of nature without appliances. The Greeks are the most expert at the work, and in the Mediterranean fisheries among the Greek and Turkish islands they are exclusively employed. At least in one of these islands, Himia, the sponge fisheries have affected the matrimonial customs of the place. Himia is a colony of divers, and no girl in the island can become a bride until she has brought up a certain number of sponges. In others of the Greek islands the fairest of the maidens go to the best divers, paterfamilias deciding the matter without consulting the girl's feelings, probably thinking that a man who can best bring up sponges is most capable of bringing up a family. It does not follow that the best sponges are found at the greatest depth. On the contrary, in certain varieties the deeper they grow the looser is the fibre. The Greek divers, however, have to go down to considerable distances, and diving is a very arduous and sometimes dangerous industry. If the Greek, fishing on his own account, can afford an apparatus (and all these come from England) he buys one. In some places in the West Indies the sponges are in such shallow water that they can be brought up with a long hook, which is one of the causes that makes these sorts less expensive.

When the live sponge is brought up it must be dealt with at once or putrefaction will set in and the whole thing will be spoiled. In fact, even when prompt measures are taken the neighborhood of a sponge boat with a fair "catch" on board is decidedly unpleasant. But, however, the sponge has to undergo much preparation before it is ready for the bathroom and nursery. First of all, the sarcode, which the fishermen call milk, is squeezed out, and the sponge is then a dirty, dark-brown article, with bits of rock attached to it. It is then either packed in bags as it is or treated on the spot with sulphuric acid, washed thoroughly in the sea, and sprinkled with sand, when it is ready for the market. This is the "unbleached" sponge of commerce. The others, which have been shipped without treatment, on arrival are soaked in permanganate, bleached in hyposulphite of soda and hydrochloric acid, washed, wrung, dried, trimmed, and sorted. They are better looking than the "unbleached" sponges, but the treatment weakens the fibre to a certain extent.—*Exchange.*

Good Advertising and Good Nipples and 140 Per Cent Profit.

Charles Austin Bates is probably the greatest writer of advertisements in the world. "*Printers' Ink* Johnston" is known the world over as one of the printers whose work always attracts attention.

From Mr. Bates' book, "Good Advertising," has been gathered four pages of boiled-down facts about advertising that are worth their weight in gold. Mr. Johnston has set in type some model advertisements for retail druggists, all of which are free to purchasers of Sterling nipples, the offer being mentioned on page 23 of this issue. The Sterling nipples increased in sales from none to 326,736 within two years. The points of excellence claimed for the Sterling nipple are that they are made by the Davol Rubber Co., who stake their reputation on them. They are so peculiarly constructed that they absolutely will not collapse. They are more easily cleaned than any other nipples on the market and have no unnatural lumps or bulbs to annoy the baby, and they pay 140 per cent profit. The owners are Neidlinger Bros., 20 Warren street, New York city, who are also the owners of Sterling Graduates, now known to all progressive pharmacists, because of the hard rubber base, which cannot break. Some of our readers lose sight of the fact that the glass parts only for these graduates can be bought separately and cost much less than the ordinary graduates, so the saving is two-fold, less breakage and less price. It's worth attention.

Secretary Pfost Says Fight Is at an End.

To the Editor,

Sir: The West Virginia Board of Pharmacy contest in this State is at an end.

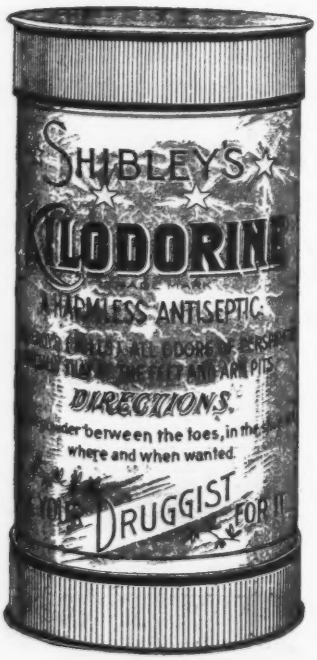
The Governor and his advisors found out their error and withdrew or rescinded their appointments.

This shows plainly that the matter was only a game of political bluff, and in this case it failed to work to the charm expected.

Our board meets but once a year, but candidates for registration can be examined at any time by any member of the board.

H. F. PFOST,
Secy.-Treas. West Virginia Board of Pharmacy.

JACKSON, W. VA., August 22, 1897.



SHIBLEY'S

KILODORINE

The famous and harmless antiseptic. It positively destroys all odor of perspiration which the body emits, especially the feet and armpits.

KILODORINE AS A SKIN REMEDY.

Kilodorine also comforts all chafed surfaces and allays all irritating conditions of the skin and induces a normal, healthy condition.

Kilodorine an Indispensable Companion.

Kilodorine is an indispensable companion for bicycle riders, baseball, golf, polo and tennis players; in fact, every athlete should never be without it. It is a great friend to floorwalkers, canvassers, agents, barbers, waiters, and all workers, especially home workers—ladies. Why suffer, then, unnecessarily while Kilodorine can be had to comfort and beautify the skin.

Ask nearest druggist for Kilodorine (no responsible drug store can afford to be without it) or mail 25 cents to headquarters,

SHIBLEY'S KILODORINE, 42 East 23d Street, New York City.

Wholesalers order from headquarters, or send for it to
C. N. CRITTENDEN & CO., 115 Fulton Street, New York City,
or McKESSON & ROBBINS, 91 Fulton Street, New York City.

STANDARD HOUSEHOLD REMEDIES.

DR. D. JAYNE'S
FAMILY MEDICINES

Are prepared with great care expressly for family use, and are so admirably calculated to preserve health and remove disease that no family should be without them. They consist of

Jayne's Expectorant, for Colds, Coughs, Asthma, Consumption and all Lung and Throat Affections. It may be depended on to promote cures by facilitating expectoration and allaying inflammation.

Jayne's Tonic Vermifuge. There is no better TONIC for Adults or Children, and it is especially useful in all cases of Disordered Digestion. For General Debility, Dyspepsia and Sour Stomach, it is a certain curative, and for Worms and Intermittent Fevers of Children it is an old-time remedy.

Jayne's Carminative Balsam, for Bowel and Summer Complaints, Colics, Cramps, Cholera, etc. It is a certain cure for Diarrhœa, Cholera Morbus and Inflammation of the Bowels.

Jayne's Specific for Tape-Worm is a sure destroyer of this troublesome parasite, and usually drives it from the body in two or three hours.

Jayne's Alterative is the surest medicine for Purifying the Blood, and of established efficacy for curing Scrofula, Goitre, Dropsy, Epilepsy, Salt Rheum, and all Diseases of the Skin and Bones.

Jayne's Liniment, or Counter Irritant, for Sprains, Bruises, Soreness in the Bones or Muscles, helpful in Rheumatism or Neuralgia, and useful in all cases where an external application is appropriate.

Jayne's Sanative Pills, small size, sugar coated, a mild Aperient or Active Purgative, according to dose, and an effective remedy for all Billious Affections, Liver Complaints, Costiveness, Dyspepsia and Sick Headache

Jayne's Hair Tonic, for the Preservation, Beautifying, Growth, and Restoration of the Hair. It is a pleasant dressing for the Hair and a useful toilet article.

In settlements and localities where the attendance of a Physician cannot be readily obtained, Families will find these Remedies of great service. The Directions which accompany them are in plain unprofessional language, easily understood by all, and in addition **Jayne's Medical Almanac and Guide to Health,** to be had gratis of all agents, contains, besides a reliable Calendar, a Catalogue of Diseases, THE SYMPTOMS BY WHICH THEY MAY BE KNOWN, together with advice as to the proper remedies to be used.

All of Dr. D. Jayne & Son's Family Medicines are sold by Druggists everywhere.

Phénique Chemical Co.
ST. LOUIS, U. S. A.

CAMPHO-PHÉNIQUE ..... doz., $8.00
A definite chemical compound, antiseptic germicide and local anæsthetic.

CAMPHO-PHÉNIQUE POWDER ..... oz., .50
The standard dry antiseptic dressing; absolutely superior to Iodoform.

CAMPHO-PHÉNIQUE GAUZE—
1 yard ..... .25
5 yards 1.00
Uniform in texture, non-irritating. Containing a fixed percentage of Campho-Phénique.

CAMPHO-PHÉNIQUE TOILET SOAP—
Doz ..... .75
Contains the medicinal properties of Campho-Phénique elegantly perfumed.

CHLORO-PHÉNIQUE ..... doz., 8.00
Non-poisonous, non-irritant; for use in all cases where an antiseptic wash is indicated.

AFRODYN TABLETS. 100 in box ..... box, 1.50
Nerve tonic; for functional and organic derangements of genito-urinary organs.

SALITONIA TABLETS ..... oz., 1.00
For gastric and intestinal dyspepsia, excess of uric acid, etc.

FERNINE TABLETS ..... doz., 8.00
A positive uterine tonic.

Write for Literature.

PHÉNIQUE CHEMICAL CO.,
ST. LOUIS, MO.

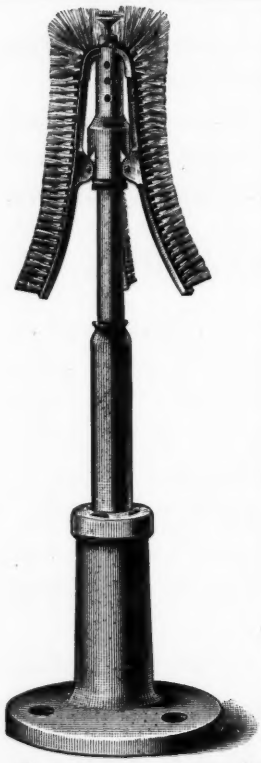


Illustration representing washer intended for a flared tumbler, ready for operation.

The Lippincott Automatic Tumbler Washer and Rinser.

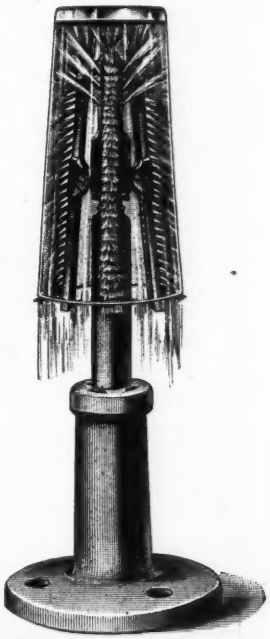
ADVANTAGES.

A Perfectly Portable BRUSH and RINSING Washer combined, requiring no water attachment. It is the CHEAPEST, most COMPACT, RAPID, ECONOMICAL, CONVENIENT and EFFICIENT washer ever invented. Water is thrown forcibly into the tumbler, and the brushes revolve by simply depressing the washer, as shown in illustration.

Price, $10.00.

CHAS. LIPPINCOTT & CO.
Office, 930 Arch Street, - Philadelphia, Pa.

DROP US A——————



Washer depressed, illustrating action of brushes and water upon the tumbler.

For Bird-Fanciers.

Lovers of pet birds are usually very careful about the feeding of them, and it is to the druggist that the intelligent person goes to purchase bird food. In view of this, the advertisement of F. Kaempfer, 217 Madison street, Chicago, Ill., will be found timely and interesting. Kaempfer's mocking-bird food and bird-seed have long been regarded by bird-fanciers as among the best on the market. The retail druggist will make no mistake in buying a supply of the different varieties which are put up in round packages with new, attractive labels calculated to make them sell.

Cigars for the Drug Store.

The Pharmacists' Cigar Company, of 32 Champlain street, Detroit, Mich., is an undertaking well worthy of the support of the retail druggists of the country. This concern aims to supply the drug trade with cigars of every shape, size and quality at manufacturers' prices. The point is made that the Pharmacists' Cigar Company is owned, controlled and operated by retail druggists, and cigars are sold only to members of the corporation, who are all retail druggists. The formality of becoming a stockholder is extremely simple, and retail druggists are strongly urged to join the undertaking.

The American Specialty Company, of 50 North Twenty-third street, Philadelphia, Pa., are makers of bottle-caps for the drug trade, and they make a strong appeal in this issue to American druggists and urge them when ordering bottle-caps of the various styles and sizes, to specify the American cap, which is made by American machinery, American capital, American paper, and by American workmen. They are claimed to be better and cheaper than the foreign article.

Mulhens & Kropff, 33 and 35 White street, New York city, are the United States agents for the famous No. 4711 Eau de Cologne, which has been the favorite cologne water in this country for more than half a century. Other No. 4711 specialties of Mulhens & Kropff include Essence of Rhine Violets and White Rose Glycerine Soap, which are kept in stock by all jobbers.

The Tilden Company, of New Lebanon, N. Y., and St. Louis, are widely known the country over for the reliability of their fluid extracts. Their elixirs, syrups and tinctures are found most satisfactory. Druggists who are not handling Tilden Company's goods can learn something of interest by sending for price-list and discounts.

Always go to headquarters. H. Weinhagen, 22 and 24 North William street, New York city, sells thermometers to the drug trade. For house, chemical or clinical thermometers, H. Weinhagen is headquarters. Druggists will make no mistake in procuring supplies from this source.

In Demand

MALIX

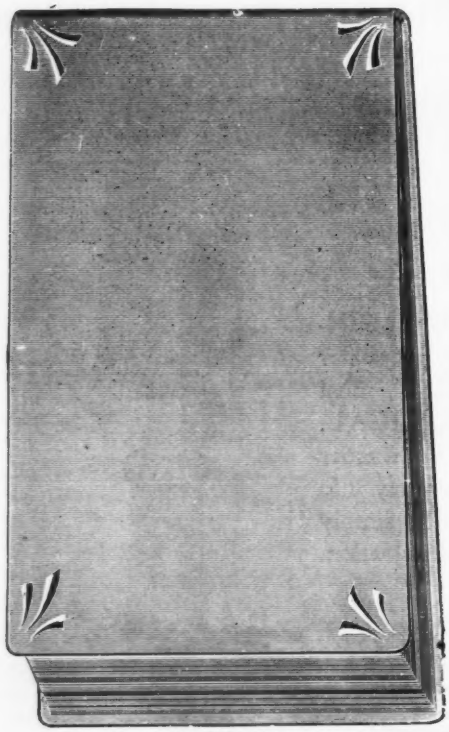
(Malted Grape Juice)

A Substitute for Solid Food.

MANUFACTURED BY

PENN PHARMACAL COMPANY,

Philadelphia, Pa.



EXACT SIZE.

Give Your Physicians

A Combination Memo. Book and Vest Pocket R Blank.

1,000 blanks (20 pads), tinted bond paper, and one hand-engraved aluminum cover for

55 cents.

Physicians' names hand-engraved on cover 15 cts. extra.

We do not print doctors' names on pads. No orders taken for less than $5.50. Two per cent off for cash accompanying order. Sample cover and pad, 15 cents.

Copy for pad. You can get a new pad free from

Aluminum Specialty Co., 125 and 127 W. 32d Street, New York.

Your name remains on blank when torn out of book. When ready, write us for other holiday souvenirs.

ALUMINUM SPECIALTY CO.,

125 and 127 W. 32d Street, - - - - NEW YORK CITY.

SODA FOUNTAINS

ONE-THIRD LESS THAN TRUST PRICES!

We started in business a little over six months ago. About that time we received a very pleasant (?) letter from Mr. Tufts, of Boston, (Mr. Tufts is president of the Soda Fountain Trust, and sells more fountains than all the other branches of the Trust combined), in which he explained that it would be impossible for us to succeed, "no matter how large our capital nor how energetic or persevering we might be." In reply, we wrote Mr. Tufts that if we did not succeed it would not be due to any lack of effort on our part—that we were going to attend strictly to business, that we would turn out nothing but the very highest possible grade of work, and that by offering such goods at fair prices, we were reasonably sure we would get our share of business.

We did exactly what we wrote Mr. Tufts we would do, and we are happy to say our first season's business far exceeded our anticipations. If you are in the market for a new fountain, correspond with us. Our catalogue will be sent free to any address. Write for it.

The Lautz Co., this city, the largest onyx dealers in the world, build all our fountains, insuring the very highest possible grade of material and workmanship. Having all the latest and best machinery for turning out fine work and the largest stock of onyx in the world, they naturally do our work at very reasonable prices, consequently we are enabled to give our customers a larger and a better apparatus for less money than it is possible for other manufacturers to do.

Write for catalogue, and do not place your order before getting our prices. Old apparatus taken in exchange. Terms to suit customers.

W. J. McCAHILL & CO.,

895 MAIN STREET, - - - - - BUFFALO, N. Y.

WE MAKE BOTH THE TILTING AND DRAWER-CAN APPARATUS. PORCELAIN, GLASS OR BLOCK TIN FOR SYRUP RETAINERS.

About Window-Cards.

There are two important things to be considered in getting up window-cards—the wording and the appearance. They are of about equal importance, although the former, requiring the greater mental effort, is the one that receives the more comment and the greater number of suggestions. Terse and catchy phrases should be used. Good lettering is the first essential, and if the printing is well done on a card that has a liberal border there is little room for unfavorable criticism. Plainness and simplicity are well to be observed, some of the most artistic cards seen being examples of these two characteristics. Stores that cater to the best class of trade and are careful to have all their advertising, window-dressing and window-cards in keeping with their dignity and their high plane of merchandise, have a permanent and uniform model for their cards. For instance, one of them uses bristol board of a very fine quality, and confines the lettering to a small space in the centre of the card, fully three-quarters of an inch being border. There is never anything sensational about these window-cards, but straightforward, terse statements, probably giving the information that the goods are newly imported, or are being sold at a reduced price. Fill a window with the best values you have in your store, put a price-ticket on each, and your sales will positively increase.

The sign-marking outfit advertised by Charles L. Safford, of 177 Madison street, Chicago, Ill., on another page in this issue, is one of the best that has been offered, and should be in the hands of every wideawake, progressive merchant.

Trade Paper Advertising.

A successful manufacturer, when asked why he patronized trade papers so largely, to the neglect of other methods of advertising, replied: "Men who do not read their trade papers and keep posted in their business are usually poor customers. If I sell them a good lot of machinery, they do not know how to use it, and report a failure, or we have to run after them, lose time and money to get them going and make the sale stick. But those who read and are posted know how, and succeed. Such men would not read circulars if I were to mail circulars to them. They see my advertisement regularly in the trade paper and know I have an established business, and when they want anything in my line write me, and don't whine about prices or what time they can get from others, but buy, try, and have no trouble, and pay the bill. Give me such a class of customers as I can get by judicious advertising all the time."—*National Provisioner.*

A Fine Soda Fountain.

Geo. Hahn, corner Lake and Vincent streets, Rochester, has one of the largest and most magnificent soda fountains ever manufactured. The body is twelve feet long and is made entirely of the choicest selected onyx. Four beautifully carved onyx columns on the front of the apparatus give it a very striking appearance. The top is finished in white and gold, and has a mirror ten feet long, with fancy jeweled glass and onyx panels set in panels on the front and sides. The fountain was made by W. J. McCahill & Co., Buffalo, N. Y., who are said to be turning out very fine goods.

Buried Alive.

A Russian inventor has constructed an apparatus which is to enable people buried alive to communicate with the outer world, should they awake from their trance in the grave. The invention consists, in the main, of a button on the inside of the coffin immediately over the breast of the apparently dead person. If the unfortunate supposed dead comes to life and begins to breathe, the first action of returning life is, of course, the expansion of the chest; this presses the button upward and an alarm bell is set going in the office of the superintendent of the cemetery.

EMULSIONS

that will not separate can be made in this machine at any season.

All sizes, Hand and Power.

Used by the leading manufacturers of the country and highly recommended.

Send for prices and catalogue of Special Machinery.

J. H. DAY & CO.,

1144 "H" Harrison Avenue,

CINCINNATI, O.

Branch Office, 61 Park Pl., New York.

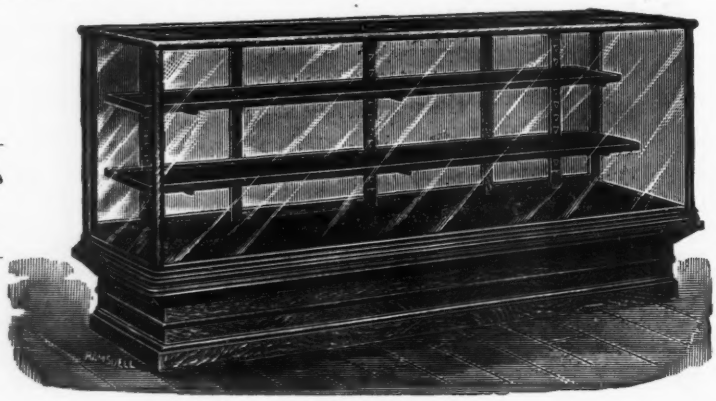
HOW IS THIS?

If you don't have a Rochester Show Case, it means that your goods are not displayed to the best advantage. No other show case approaches the Rochester Show Case in beauty of design.

A FEW OF ITS GOOD POINTS:

The shelves are adjustable and supported on Jenk's racks. The front glass is 30 inches high. The top glass is 24 inches wide. Total height, including base, 44 inches. The doors in all these cases, unless otherwise ordered, are glazed with first quality, double thick, clear glass.

We make Show Cases in any Desired Style.



Send for Prices and Descriptive Matter to

No. 65.

THE ROCHESTER SHOW CASE WORKS.

SMITH SHELDON, Prop., Successor to PORTER FARLEY.

Office and Factory: 7 and 9 Aqueduct St., 9 and 11 Graves St., - ROCHESTER, N. Y.

Kindly mention this Journal when writing to Advertisers.

LICORICE.

ROLLS AND LOZENGES,

POWDERED EXTRACT,

POWDERED ROOT,

PURIFIED EXTRACT.

Ammoniated Glycyrrhizin—Soluble.

LICORICE WAFERS IN BAGS.

IF YOU WANT THE BEST, ASK YOUR JOBBER FOR OUR GOODS AND SEE THAT YOU GET THEM.

The Mellor & Rittenhouse Co.,

218 NORTH 22D STREET,

PHILADELPHIA, PA.

Advance in Vanillin.

Dealers who have made contracts for vanillin at $1 per ounce, with duty and cost, will be interested in the announcement of Fries Bros., manufacturing chemists, 92 Reade street, New York city. The present duty on vanillin is 80 cents per ounce, an increase of 55 cents per ounce over the old tariff. The point is that contracts at $1 per ounce under the old tariff brings the present price up to $1.55. Fries Bros. state that the present market price for vanillin, immediate delivery, is considerably higher and will probably always remain higher than the figure quoted. There is some scarcity in the article.

Timely and Interesting.

It is customary among a great many people to look for certain articles of confectionery at the drug store. Among such, none, perhaps, is so widely sold as Baird's Old-Fashioned Horehound Cough Drops. J. B. Baird, of Louisville, Ky., makes an extremely liberal offer to the trade in connection with the sale of the Old-Fashioned Horehound Cough Drops. The goods are sold on a guarantee that if not satisfactory at the expiration of thirty days, the dealer has the privilege of returning them to the manufacturer at his expense. J. B. Baird's announcement in this issue will be interesting in this connection.

Florida and the South.

Southern Railway, the most direct route. Operating double daily service. New York to Florida and the South year round. The only line operating dining car service in the South. New York office, 271 Broadway.

New Orleans, Mexico and California.

Reached from New York via Pennsylvania and Southern Railway, offering the most perfect service to New Orleans, Mexico and the Pacific Coast. Tourist car the year round from Washington to San Francisco. New York office, 271 Broadway.

Olive Green

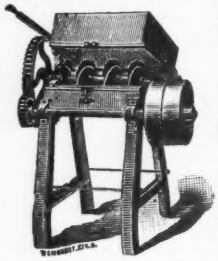
And Royal Red are the colors of the new "Florida Limited," being built by the Pullman Company for the Florida Short Line, Pennsylvania, Southern, Florida Central, and Peninsular & Florida East Coast Line. This train will commence service between New York and St. Augustine early in January, and will be operated upon the most perfect schedule ever announced from New York to the Royal Palms. The Limited will be composed exclusively of Pullman latest dining, drawing-room, sleeping, compartment and observation cars. Full particulars, call on New York office, 271 Broadway.

Johnson & Johnson, manufacturers of surgical dressing, plasters, etc., New Brunswick, N. J., notify druggists to send for free copies of their new book on "Asepsis Secundum Artem." The book contains facts and statements which will prove both interesting and instructive to any retail druggist who gives the time to its perusal.

Maine Pharmacy Commission.

The following is a list of the successful applicants at the August meeting held in Portland: Edwin C. Stevens, Brookline, Mass.; Wm. L. C. Nichols, Bath, Me.; S. O. Tarbox, Jr., Farmington, Me.; Edward H. Butler, Portland, Me.; and the following were granted certificates as qualified assistants: Alfred R. Pilley, Brooke, Me.; Chas. M. Brown, Bangor, Me. The next meeting of the Maine Commission of Pharmacy will be held in Portland, Me., Wednesday, October 13, 1897.

TABLET MASSES...



Are prepared in this machine in a perfect manner. Used by all the large manfrs. in this line. Our new

EXCELSIOR TABLET MACHINE

is the latest improved machine of the kind made.

Write for full description and price.

J. H. DAY & CO.,

BRANCH OFFICE, 61 PARK PLACE, N. Y. 1144 "H" HARRISON AVE., CINCINNATI, O.

NO LONGER AN EXPERIMENT, BUT A SUCCESS.

Mutual Manufacturing by the Retail Drug Trade.

The Pharmacists' Cigar Company,

43 Champlain Street, Detroit, Mich.

OWNED, CONTROLLED AND OPERATED BY RETAIL DRUGGISTS.

Completed its first year's business on Aug. 24, 1897, and through its methods the buyers of its cigars **"Saved 87 1-2 per cent on their invested capital stock"** by doing business in this manner: Dealing only with druggists who are stockholders, and who agree not to cut prices; placing all buyers on an equal basis as to stockholding, price of cigars and quantity purchase, and selling at manufacturers' prices for spot cash; making first-class cigars for the drug trade only, and controlling the brands.

Each druggist is on a manufacturing basis, and can successfully compete with any cigar dealer for box or other trade.

Our saving is in our profits. Some of our patrons have saved seven times their original investment in one year.

Over 600 Retail Druggists in Michigan, Indiana and Ohio are Now Interested in This Company.

If You Want to Increase Your Profits on Cigars, We Invite Your Correspondence. Address Us as Above.

Kindly mention this Journal when writing to Advertisers.

BARRELS OF MONEY

Times are looking up. Barrels of money are being poured into the farmers' pockets for wheat, and everybody knows that when the tiller of the soil prospers, all the rest of mankind prospers too.

The heads of still more barrels of money have been knocked in, and millions of dollars that have been hoarded during the last five years are finding their way into the channels of trade. The era of "cheapness" is dying out. People have more money to spend now. There never before was a better time to handle

O-P-C OLD POINT COMFORT SUSPENSORIES.

These Suspensories are recognized throughout the trade as the unquestioned leaders. They are the only suspensories in the world that can be said to have no faults. They present a fine appearance in their attractive containers, and the purchaser can see for himself the expensive materials of which they are made, and see also the carefulness observed in the making.

O-P-C SUSPENSORIES sell at a price that permits of handsome profits to the dealer. There is more money in them for druggists than in almost any other article they handle.

Send for our free book, which contains illustrations showing how druggists throughout the country are fixing up their window displays.

. . . . O-P-C Suspensory Prices:

No. 2	O-P-C	Lisle thread sack - - - -	dozen $ 6.00
No. 3	O-P-C	Silk sack - - - - - -	dozen 9.00
No. 4	O-P-C	Silk sack, silk bands - - -	dozen 12.00
No. 5	O-P-C	Fancy colored silk sack, fancy colored silk bands - - - - - -	dozen 18.00

10 Per Cent Discount on $10.00 Lots.

BAUER & BLACK, 1245 State St., Chicago, U. S. A.

Perpetual Motion.

A new industry will be started at Freeport, Ill., says an exchange, on a quarter section of land. An enterprising farmer will establish a thousand black cats, and five thousand rats on which to feed the cats, estimating that the cats will increase fifteen thousand in two years, their skins being worth a dollar each. The rats will multiply five times as fast as the cats and will be used to feed the cats, while the skinned cats will furnish food for the rats. Thus has perpetual motion been discovered at last.

Allegoric History of the Effects of Wine.

In an old scrap-book, full of oddities from many sources and many tongues, we came across the following, without credit, but from some old French journal: "When Noah, after the Flood, went forth and was planting the vine, Satan, who stood afar off, observed him, and was possessed with curiosity to know what the patriarch was doing. Approaching, he said: 'What art thou planting there, O, Son of Earth?' 'A vine,' answered Noah. 'What virtues hath the shrub that thou shouldst be so careful to preserve it?' asked the Tempter. 'The fruit,' answered Noah, 'is equally pleasant to the eye and delightful to the tongue, and it produceth a liquor which maketh the heavy heart of man light and joyous.' 'In that case,' said Satan, 'I will aid thee,' and he straightway went forth and soon returned, leading a lamb, a lion, a monkey and a hog. These slaughtered he, one after the other, in such manner that the blood of each animal ran into the earth around the roots of the vine, thus fertilizing it, so that the vine grew and throve amazingly. But the nature of the blood entered also into the vine, in the order in which the animals were slaughtered, and hence cometh it that when a man drinketh first of the juice of the fruit of the vine, he becometh gentle and affectionate, like the lamb. He taketh a little more, and lo, he is like the lion, bold and valiant. A little more maketh him malicious and mischievous like the monkey, and finally he becometh like the hog, stupid and brutal, wallowing in ordure."—*National Druggist.*

Tobacco a Perennial Plant.

The tobacco plant has been known in Europe for the last three centuries, and during the same period its culture has been an annual one. Now, however, Wilhelm Daroczi, of Budapest, the editor of an Hungarian tobacco journal, says that tobacco planters and botanists have made a mistake, and he is reported to have proved that tobacco is a perennial plant which may be kept in full vigor for years, and that it has fresh leaves every year. Should this prove to be correct and the leaves in the second year and later on prove of use for smoking material, this discovery will bring about the possibility of saving the tedious and expensive method of growing new seedlings every second year, or oftener, and thereby of reducing the cost of production of tobacco very considerably.

Queer Ads.

Here are some queer notices from an advertisement column:

Bull dog for sale; will eat anything; very fond of children.

Annual sales now on. Don't go elsewhere to be cheated—come in here.

A lady wants to sell her piano, as she is going abroad in a strong iron frame.—*Exchange.*

For the Soda Fountain.

Walter Baker & Co.'s Soluble Chocolate has long stood high in the estimation of the drug trade, for experience has taught that with it most excellent results can be obtained in soda syrups for fountain use. Whether used hot or cold, this chocolate furnishes a most satisfactory beverage. Druggists who have not tried it should write to Walter Baker & Co., Dorchester, Mass., for a free sample.

Malted Grape Juice.

One of the latest additions to our list of nutritious beverages is put up by the Penn Pharmacal Company, of Philadelphia, and called Malix. Malix is a combination of malt and grape juice and is already in large demand in certain sections of the country as a substitute for solid food in the dietetic treatment of invalids and convalescents and for table use. If you have any call for Malix, remember that it is manufactured by the Penn Pharmacal Company, of Philadelphia, and it can be obtained through any jobber.

Kindly mention this Journal when writing to Advertisers.

"No other work on pharmaceutical practice has ever won the instantaneous and widespread acceptance as a standard, accorded Remington's Practice of Pharmacy."—*AMERICAN DRUGGIST.*

The new (1897) edition (enlarged and improved) of the

Practice of Pharmacy

is ready for delivery. It is recommended by colleges and boards of pharmacy as a text book throughout America, and is the only one on pharmacy which is constantly used in every-day work in the store by the student after graduating.

Only the **1897** edition should now be used by students.

No Increase in the Price.

For sale by the AMERICAN DRUGGIST, Wholesale Druggists, Booksellers and by the Publishers,

J. B. LIPPINCOTT COMPANY,

715 Market Street, Philadelphia.

Kefyr Grains and Kefyr.*

The refreshing and stimulating beverage, called by the tribes of the Caucasus kefyr[1], and derived from milk, is, as is well known, a ferment product. The mountaineers of the Caucasus, in the preparation of this "sparkling milk wine," use vessels made of goat-skins (burdjuks), into which the milk and fermentative principle are poured, and except frequent agitations, the fermentation is allowed to progress without further attention until the product is ready—the so-called burdjuk kefyr. (*Phar. Cent. Nat. Drug.*)

In his "Biological Investigation of Kefyr" (*Centralblatt fur Bakteriologie*), Dr. Edward von Freudenreich, of Rutli, near Bern, speaking of the preparation of bottled kefyr says: "The kefyr grains are usually softened in water, the latter being frequently replaced by fresh charges. When the grains are sufficiently softened, the water is poured off, and is replaced by milk, which has been previously boiled, and well cooled off, from 10 to 12 Gms. of the dry kefyr being allowed to each half liter of milk. The mixture is allowed to stand for 24 hours, with frequent stirrings of the materials, at a temperature of 17° C. (62.5° F.), which has been found, experimentally, to yield the best results. The milk is then separated from the ferment grains (a sieve being used for the purpose), and put into bottles. The latter are closed in a manner similar to beer bottles, the corks being firmly tied, and are set aside for two or three days, at a temperature as above quoted, being frequently and vigorously shaken in the meantime. The drink is now ready for use, its alcoholic strength being dependent upon the length of time the bottles are allowed to stand, a much stronger kefyr being obtained by keeping the bottle a day or two longer."

The products of the fermentative process are alcohol, lactic acid, and carbonic acid (from milk sugar), the milk albumen, according to Hammarsten, being partly converted into a propepton, and the casein being changed only in a physical manner (broken up by the frequent shakings into minute flocculent masses, which apparently adds to its digestibility).

Kefyr grains—called "the Millet of the Prophet" by faithful Mahommedans (which all the mountaineers are)—are hard, yellowish masses of the size of a pea, which, when swollen with water, assume the appearance or shape of a minute cabbage head. They have been repeatedly studied from a bacteriological standpoint, the latest investigations being those of von Freudenreich, above referred to, and in which he proceeds from the conclusions arrived at by Kern. According to the latter, the kefyr grain is a symbiosis of ferment cells and bacteria, the latter being termed Dispora caucasica. According to von Freudenreich, however, this is a misnomer, since the microbe produces no spores, and hence he has placed it among the bacilli, dubbing it bacillus caucasicus.

Without pursuing further the very careful and laborious investigations of Freudenreich in this direction, since they were almost without result, we return to his investigation of the ferment, saccharomyces kefyr, in which we have much of practical value.

This principle ferments maltose and grape sugar solutions, but does not thus affect milk, in which, however, it thrives well and produces a peculiar taste. The temperature under which it operates most favorably lies in the neighborhood of 22° C. (71.5° F.). At 35° C. (95° F.) it ceases to grow, though it still lives, but at 55° C. (131° F.) it dies. From beer yeast it is distinguished by many and important morphological differences.

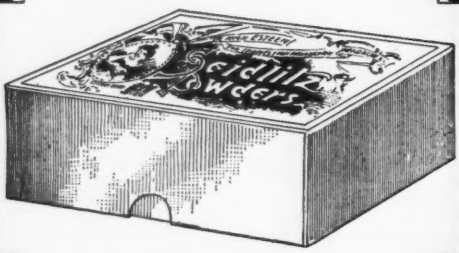
To discover, if possible, the role of the bacillus caucasicus in the preparation of kefyr, Freudenreich made numerous experiments with pure cultures of various other forms or micro-organisms in connection with the ferment, but none were successful. Among others thus experimented with were streptococci a and b, the oidium lactis (occasionally found in prepared kefyr), etc., but all failed to produce the desired result. Once only, when pure cultures of both streptococci were used together did he succeed, and once he obtained a partial success with them.

Of considerable importance is the effort being made by von Freudenreich to arrive at the artificial preparation of kefyr, was the fact that inoculated milk, as soon as it became sour, served as an inoculating medium upon sterilized milk. The question, however, of the part played by the bacillus caucasicus in the process of fermentation, still remains an open one, with an inclination toward the belief expressed by Beijerinck, that its influence is effected in the production of the original ferment, the grains of kefyr. With the single exception noted, we are no nearer the artificial production of kefyr than before.

*Jeffimoff derives "kefyr" from kefy, signifying the "best quality." Others maintain its derivation from the root "keyf," meaning "pleasant" or "delightful."

SOMETHING NEW IN

Seidlitz Boxes.



NET PRICES:

ONE-HALF GROSS LOTS, $0.90
ONE " " 1.75
THREE " " 4.50

Cost no more than folding boxes and superior in every way.
Cost less than hand-made boxes and better in appearance.
Cost less than tin boxes and are more air tight.

These boxes are handsomely decorated on cover.
Made in telescope fashion of fine coated buff board.

SAMPLES FOR THE ASKING.

FRED N. BURT, MANUFACTURER DRUGGISTS' BOXES and LABELS.

Cor. Swan and Ellicott Sts., Buffalo, N. Y.

ESSENTIAL TO ELEGANT PHARMACY.

Attractive and convenient receptacles are essential in elegant pharmacy. Collapsible tubes for ointments and pastes, and sprinkler tops for perfumes and tooth washes, are essential for producing the best effects. We produce the finest, most artistic tops and tubes on the market. Their use will sell goods even during dull times. Let us send you quotations and prices. We can help you.

HERO FRUIT JAR CO.,

Gaul and Adams Sts., Philadelphia.

G. W. BAILEY, Western Agt., 25 Lake St., Chicago.

IT PAYS TO STOCK THIS

STEARNS' ELECTRIC RAT AND ROACH PASTE.

THE BEST ADVERTISED VERMIN EXTERMINATOR ON THE MARKET.

KILLS INSTANTLY—Rats, Mice, Cockroaches, Water-Bugs and other Vermin.

Advertising sells goods for you, and we reach millions of readers by our display advertising now running in the **Ladies' Home Journal,** and other prominent magazines. Housekeepers will ask for Stearns' Electric Rat and Roach Paste because they know it can be depended upon for results.

Price, $1.50 Per Dozen.

One-half gross, less 5 per cent. One gross, less 10 per cent.

Large size retails at $1.25; costs you $9.00 per dozen.

SOLD BY DRUG JOBBERS EVERYWHERE.

STEARNS' ELECTRIC PASTE COMPANY,

CHICAGO, ILL.

WAMPOLE'S

PERFECTED AND TASTELESS PREPARATION OF

COD LIVER OIL.

(OL. MORRH. COMP. WAMPOLE)

Contains a solution of the combined alkaloidal and other active medicinal principles, obtainable from one-fourth its volume of pure Cod Liver Oil, the oily or fatty portion being entirely eliminated. These principles are extracted from the oil while it is yet contained in the fresh Cod Livers, and combined with Extract of Malt, Fluid Extract Wild Cherry Bark, and Syrup of Hypophosphites Compound (containing Lime, Soda, Potassium, Iron, Manganese, Quinine and Strychnia).

COPY OF ANALYSIS.

Laboratory of ROBERT G. ECCLES, M. D., Brooklyn, N. Y., April 29th, 1896.

Messrs. HENRY K. WAMPOLE & Co., 441 Green St., Philadelphia, Pa.

GENTLEMEN:—A careful chemical examination of fresh Cod Liver Oil as found in fresh Cod Livers which I obtained direct from the Cod Fish, reveals beyond question the presence of definite alkaloids and other active medicinal principles therein.

An equally careful examination of your Cod Liver Oil Extract, used in the manufacture of your preparation of Cod Liver Oil, demonstrated beyond a peradventure the presence of *these same alkaloids* and the other medicinal substances extracted by me directly from the oil I found in the Cod Livers.

Finally another equally careful analysis of your finished product, "Wampole's Perfected and Tasteless Preparation of Cod Liver Oil," shows in an unquestionable manner the presence therein of *these same alkaloids and medicinal substances* from Cod Liver Oil, together with various hypophosphites, quinine, strychnine, wild cherry, etc.

An examination in detail of your process of manufacture and of the special machinery and apparatus used by you in extracting the combined alkaloidal and other active medicinal principles of Cod Liver Oil convinced me of their efficiency for just such work, and showed the care and pains taken by you to get a pure and useful product. Very truly yours, ROBERT G. ECCLES.

THE CLINICAL RESULTS obtained by the use of Wampole's Preparation will prove its efficacy in diseases and conditions where Cod Liver Oil is indicated, in addition to its valuable tonic and alterative effect, due to its other medicinal ingredients.

Circular matter and samples for trial promptly and cheerfully furnished upon application, free of charge.

PREPARED SOLELY BY

HENRY K. WAMPOLE & CO., - - - Manufacturing Pharmacists.

No. 441 GREEN STREET, PHILADELPHIA, PA.

SPECIAL TRIAL SUBSCRIPTION ORDER.

American Druggist Publishing Co.,
No. 66 West Broadway,
NEW YORK.

_____ 1897.

GENTLEMEN:

Please enter my name as a subscriber to the **AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD,** beginning with the next issue, for a special trial subscription of six months, for which I enclose fifty cents.

*Name*_____

*Street and No.*_____

*City*_____

*State*_____

Florida Industries.

The Palatka (Fla.) *Advertiser* says: "S. J. Kennerly had the contract to furnish Northern dealers 200,000 pounds of vanilla in the leaf. He receives it at his packing house on the wharf from native pickers at the rate of 500 to 600 pounds a day, for which he pays two cents per pound when thoroughly dry. The weed is packed in a press somewhat resembling a cotton compress, the average weight of the bales being 400 pounds. It is shipped in car lots of sixty bales, or 24,000 pounds, and returns to us in the form of extract of vanilla and as an adulterant in plug tobacco."

The Tampa *Times* says: "One of the most important factors on the West Coast is the sponge industry. It has headquarters at Tarpon Springs, where large packing houses have been built, giving employment to many men. Here the fleet of 100 schooners, ranging from ten to twenty-five tons burden, rendezvous, taking on supplies and discharging cargoes of sponge, which are bought up by local merchants."

China Imports Less Opium.

The Chinese opium import is fast declining. In 1895 two piculs (266 2-3 lbs.) of Malwa and ½ picul (66 2-3 lbs.) Szuch'uan opium were imported into Newchwang, but they were re-exported, and in 1896 32.13 piculs of Indian opium (including 1 picul of Persian) a total of 4,284 lbs., were brought into the port by steamer. Twenty years ago (1876) 307,043 lbs. of foreign opium of the value of 1,056,066 Haikwan taels were imported, but it is believed that in a few years this drug will disappear altogether from the import returns of the Imperial Maritime Customs, or continue only in such insignificant quantities as are necessary to satisfy the luxurious few.

Tablet Machines.

No branch of business, perhaps, is more prolific of interesting developments and commercial phenomena than that of manufacturing chemists and druggists, and in this direction nothing has attracted the close attention of this observant and intelligent class of business men in the past few years to a greater degree than the rapid growth of the tablet industry.

The plan of dispensing remedies in the form of tablets has grown to astonishing proportions, and if any supposed at the outset that it was a mere "fad" that would prove but the comet of a short business season, they are as a rule now disposed to revise their first impressions and fall into line as enthusiastic advocates of all that pertains to tablets.

Many otherwise nice people thought that the first popularity of bicycles was only a "fad" or "craze" that would be "overtaken by death on its way to an early grave," as Thackeray so pathetically puts it, but the actual facts in the case have contradicted the prophets, and so it will be with the tablet pessimists. It is evident, however, that the tablet has come to stay, and to grow, and the possibilities of its extension, we believe, are not yet even approximately appreciated by the trade.

As a matter of timely interest in this connection we call attention to the excellency of the "Excelsior tablet machine," manufactured by J. H. Day & Company, of Cincinnati, O.

These gentlemen seem to have gauged the situation about right, and instead of temporizing, and feeling the pulse of the trade with cheaply-made and inferior machines, they have anticipated the demands of the tablet business, and made a machine which will not only respond to every requirement, but which by its remarkable capacity for turning out tablets in enormous quantities, and of uniform quality, has put a premium upon that business and decided many to go into it on an extensive scale who were hitherto debating the advisability of that move.

The machine, we understand, has many points of excellence peculiar to itself, besides correcting the defects of inferior tablet machines, which were neither few nor trifling, and it stands practically in a class by itself, and is, the makers claim, without the pale of adverse criticism.

Florida, Aiken and Augusta,

And all of the charming winter resorts of the South are reached by the Southern Railway. The popular route between New York and the South. Double daily through sleeping car service the year round; only line operating dining car in the South; effective early in January. The Great New York and Florida Limited will be resumed; a train "de luxe" from New York to St. Augustine and the Royal Palms. For information, call on New York Office, 271 Broadway.

GEO. E. EVANS, 3 EAST FOURTEENTH STREET, NEAR FIFTH AVENUE, NEW YORK.

Import Manufacturers' Agent

Perfumery, Toilet Articles, Brushes, Chamois, Druggists' Sundries, Fancy Goods, Castile Soap.

SOLE UNITED STATES AGENT FOR

SOCIÉTÉ HYGIENIQUE, Rue de Rivoli, Paris, celebrated manufacturers of Floral Extracts, Fine Toilet Waters, Colognes, Lavenders, Eau de Quinine, Dentifrices, Face Powders, Sachet Powders, Cosmetiques, and a very superior quality of fine Toilet Soaps, world-renowned.

A VERY ATTRACTIVE NEW LINE READY FOR INSPECTION.

BAYLEY & CO., "at the Old Civet Cat," 94 St. Martin's Lane, London. The oldest perfumery house in the world. Distinguished for the fine quality of their perfumes, soaps and toilet requisites.

HINDES, LIMITED, London and Birmingham, England, manufacturers for 100 years of high-class hair, cloth, hat and other toilet brushes. Proprietors of the celebrated "Very Brush," guaranteed for seven years.

W. R. TILBURY & CO., London, England, well-known makers of English waxed-back toothbrushes (guaranteed), also shaving and nail brushes.

P. MASSE, Cauvigny, France, manufacturer of the finest quality tooth, nail, infant and other toilet brushes.

LOUIS DEHAMME, Hermes, France, manufacturer of the highest standard of tooth, nail, powder, infant, cosmetique and other brushes.

COSMYDOR SOAP CO.,

PARIS, FRANCE.

The special attention of wide-awake buyers is called to this particular line of fine **toilet soaps, all popular odors, Violette Russe, Violette de Nice, Violette Blanc, Violette d'Ione, Boquet de Violettes, Fleurs de Lorraine, Peau d'Espagne, Lilas de France, Heliotrope Blanc, Iris Blanc, Foin Nouveau, Rose Mousseuse, Œillet d'Espagne, Jockey Club, Lettuce, Chypre, Magnolia, Etc., Etc.**

These exquisitely perfumed soaps are put up in most attractive styles of wrappers and boxes. Gold lettering and fancy design, equal in quality to the soaps made by the best makers in France. The dealer can make a larger profit than usually made on other foreign soaps, at the same time give to the consumer lower prices than ever before and perfect satisfaction.

The goods can be obtained at all first-class jobbers, or at **3 East 14th Street, New York.**

N. B.—Buyers can make purchases at prices quoted Paris, London or Berlin, if preferred.

Millions of... Klondike Gold and Dollar Wheat!

Photo of Celery Field Display in window of STEVENS & TODD's Pharmacy, Detroit, Mich.

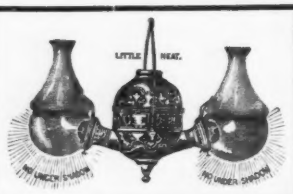
Now is the time to put in good-selling articles, and ones that will advertise YOU. Write at once for full particulars about

DUNKLEY'S GENUINE CELERY REMEDIES (FROM THE CELERY)

AND THEIR NOVEL PLAN OF ADVERTISING.

A celery field window display and attractive distributing matter, beautiful celery recipe book, etc., with every order. Address

THE DUNKLEY CELERY & PRESERVING CO., Kalamazoo, Mich.



You Would Appreciate

BEAUTIFUL LIGHT,
LITTLE HEAT,
NO SMOKE,
NO ODOR,
ECONOMY TO BURN,

in Lamp Form.

THE ANGLE LAMP..

GENERALLY ACKNOWLEDGED TO BE

"A Perfect Substitute for Gas and Electricity."

All styles, from 1 burner up. Send for Illustrated Catalog.

THE ANGLE LAMP CO.,

J. U. Bauchelle, Mgr. 76 Park Place, N. Y.

FOSTORIA GLASS CO.,

Moundsville, W. Va.

Manufacturers of

COLOGNE BOTTLES,

AIR TIGHT,

For Perfumers and Wholesale Drug Sundry People.

We sell only to Jobbers and Manufacturers.

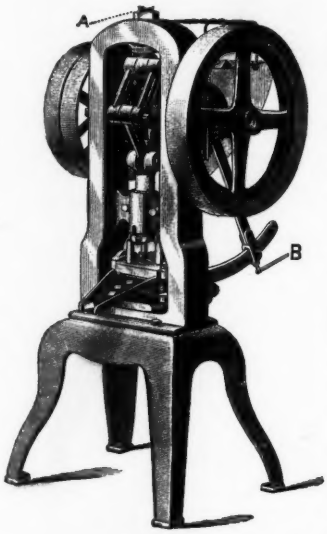
Will be pleased to have inquiries for prices, which will have prompt attention. All orders shipped promptly and carefully.

4 oz. No. 575. 4 oz. No. 577.

We make a variety of styles.

New York Office, 66 W. Broadway. Philadelphia Office, 619 Arch St.

Colton's Improved Single-Punch Tablet Press.



Is an entirely new design, and the adjustments are such that it is easily accessible for the operator to regulate both the weight and pressure of the tablet in an instant, and while the machine is in motion.

No noisy gearing or springs to wear or become deranged.

But with the toggle-joint movement such as is applied to our machine, much power is gained and less wearing parts to get out of order.

IT IS NOT ONLY THE BEST BUT THE CHEAPEST TABLET PRESS ON THE MARKET.

ARTHUR COLTON,

MANUFACTURER OF PHARMACEUTICAL MACHINERY

15 MACOMB ST., DETROIT, MICH.

Singhalese..... Suppositories.

CONSTIPATION'S SURE CURE.

Pay Bigger Profits, Offer More Inducements to Retail Druggists than Anything Else.

SEND FOR SPECIAL OFFERS AND SAMPLES.

PURE FRUIT MEDICINE CO.,

710 DREXEL BUILDING, PHILADELPHIA, PA.

BRANCH OFFICES: 21 Blackstone St., BOSTON, MASS. 105 & 107 Hudson St., NEW YORK. 803 Merchants' Bank Bldg., BALTIMORE, MD.

FACTORIES: OLEAN, N. Y. PORT ALLEGANY, PA.

THE OLEAN GLASS CO.,

GENERAL OFFICES, OLEAN, N. Y.

A Sanitary Combination

Endorsed by all Boards of Health.

BENT NECK NURSERS AND "CLEAN-FAST" NIPPLES.

(IN USE) (IN HOLDING)

Our Annual January Thaw in Prices is on this Offer:

1 Gross	B. N. Nurser,	-	at $3.50.
1 "	"Clean-Fast" Nipples,	-	" 3.25.
			$6.75.

Just to get you started, both for $6.00.

At last we are prepared to ship promptly on orders our No. 571-50 Z and No. 737-20 Z Vaselines with Nickeled Screw Tops.

The Literature of Business....

When I reached my desk on a recent Monday morning I found this work before me: The preparation of a series of ads. for Tarrant's Aperient; some window signs for Riker & Co., New York; a thirty-six-page pamphlet for the Puritana Co., Concord, N. H.; a booklet for the Remington Printing Co., of Providence and Boston; labels, wrappers and circulars for a new proprietary remedy; a series of circular letters for a manufacturer of laboratory apparatus; a set of special illustrated postal cards for a home firm; copy for the department of Business Hints in this journal, and, in addition, a long list of ads. and circulars for the retail druggists I regularly write for.

I give this list because there are many who do not know just what a business writer can do for them. If he is a writer worth employing he must do more than prepare copy for every form of printed matter used to facilitate or promote business. He must be able to advise and suggest. He must point out leaks and indicate economies. He must know what kind of advertising will pay you best, and be able to put the business-bringing quality into it. To do this he has to have ample experience, for the intricate science of advertising can be learned no other way.

I have been writing advertising for eleven years. For several years I have made a specialty of drug and medical work, and in this time have helped build up the business of some of the most prominent firms of the country. I have no stock circulars to sell, no schemes to offer. I give each client the individual service his business requires. I have been called on to unravel nearly every problem that can confront an advertiser, and there is no longer any guess-work in what I do.

If your business is not progressing as it should, I can probably locate the trouble and point the way out. I will charge you nothing for an opinion. The more you tell me about your business the more I am apt to tell you. If, in writing, you will mention the date of this ad., I may send you something that I usually charge for.

ULYSSES G. MANNING,

South Bend, Ind.

TRADE-MARK.

GAUDICHAUD SARGENTIS.

M. A SARGENT,
Sole Proprietor
and Manufacturer.

THE ORIGINAL

GAUDICHAUD'S

Compound Extract of SANDAL WOOD,

As prepared and sold by the Sargent Family for nearly thirty years, will hereafter bear the annexed Trade-Mark.

The trade supplied by { THE CHAS. N. CRITTENTON CO., NEW YORK.
GEORGE C. GOODWIN & CO., BOSTON.

.....CHR. HANSEN'S DANISH

BUTTER COLOR,
RENNET TABLETS and
CHEESE-COLOR TABLETS,
For Farm Cheese-Making.

JUNKET TABLETS,
For Making Delicious, Delicate and Digestible Desserts.

COCO-RENNET TABLETS,
The New Remedy for Dyspepsia and Sea-Sickness.

Over 100 first-class prizes. Send for circulars and price list.

CHR. HANSEN'S LABORATORY,
Box 1100. Little Falls, N. Y.

"BREAK-UP-A-COLD" PILLS.

ANNOUNCEMENT.—Special new features for advertising, also a perfected plan to protect the legitimate retailer and insure full prices, netting an average of from 100% to 130% profit, on goods that are as staple as anything can be at all seasons of the year.

Don't waste your time with Homœopathics, at no profit, or non-secrets (so called) with no advertising. Our advertising brings results, and is just what you want to increase your business and standing.

An Extra 15 Per Cent Discount

will be given on orders received during July and August from outside New York State. Write for samples and our scheme.

Our Goods Sell. Last season from one town where they were not in the stores we received mail orders from one family amounting to $6.00, and from another town one family sent us $3.00, for home use. The profit is better than you can get from "bulk" goods.

THE ACME MEDICAL CO., Hornellsville, N. Y.

R. W. ROBINSON & SON,

WHOLESALE DRUGGISTS,

182, 184 & 186 Greenwich Street.

NEW YORK.

F. M. ROBINSON. D. W. KENT. C. S. LITTELL

PATTERSON & PURDY,

Wholesale Druggists,

158 WILLIAM STREET,

CHAS. W. PURDY. New York.

To Increase Your Profits

Take a dose of THE SPATULA. It's a magazine for the up-to-date druggist. There's a business or a professional suggestion in every line. All contributions are by specialists who propound no theories but write from experience. Nothing but original matter printed. Each number handsomely illustrated.

NOT A DULL LINE IN IT. PRETTY AS A PICTURE.

Subscription now only 50c. After Jan. 1, 1898, $1.00.
Sample copy free.

Have You Seen

Our sixteen-page booklet containing a dozen pretty pictures, lots of information every one will want to keep, and two pages of your own advertising matter? All the other pages were apparently written especially for you also. You are given 22 pages from which to choose 16. The best of coated paper is used and each booklet is an artistic gem that is sure of preservation. Write us and see how little they will cost you.

Illustrate Your Ads

And circulars with handsome half-tone and line cuts. We have just published a new and greatly enlarged edition of our Cut Catalogue, which represents the best collection of cuts for advertising purposes in the United States. It will be sent postage paid to any address on receipt of 10 cents.

THE SPATULA, 10 Oliver Street, Boston.

THE latest HIGH TONED line of Chocolates and Bon Bons put upon the market is PETTIT'S. Sold only in sealed package form. Each package a beauty. Quality of contents never before attained by any manufacturer. If you have high class trade secure this agency at once. It will pay you well.

PETTIT MFG. CO.,

CANAJOHARIE, N. Y.

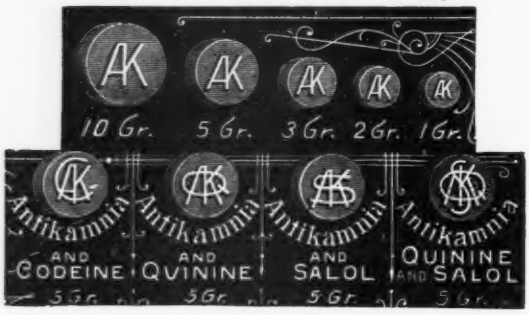
New York Office, 138 Reade St.

ANTIKAMNIA SUBSTITUTION

SPECIAL NOTICE

All cases of suspected substitution called to our attention will be investigated, and upon incriminating evidence, the substitutor will be reported to every physician and druggist in the surrounding territory.

Honest Pharmacy Must Have Honest Competition.



Antikamnia Powdered, Antikamnia Tablets and Combination Tablets are made solely by us and are put up in 1-oz. packages only.

NEVER IN BULK.

Information Respecting Substitution Thankfully Received.

All Correspondence Confidential.

ADDRESS:

THE ANTIKAMNIA CHEMICAL COMPANY, St. Louis, Mo., U. S. A.

A-CORN SALVE

THAT WILL DO THE WORK.
REMOVES THE TOE CORN EVERY TIME.
NO PAIN! NO POISON!

Every dozen packed on a handsomely lithographed show stand.

READ THESE OFFERS:

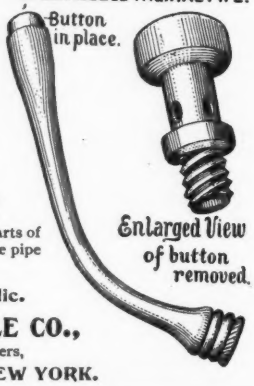
1st—Invest 85 Cents, Realize $3.60. Send us an order on your jobber for one dozen A-Corn Salve and state over your signature that you have never sold the salve, and when this order is accepted by him, we will mail you one dozen free with advertising matter. This offer is only good for those who have never sold the salve, and will not be duplicated.

2d—Invest $2.55, Realize $7.20. As an inducement to those who are selling the A-Corn Salve to continue their interest in the article, we offer to send one dozen free with every order for three dozen. Write order on your jobber and send to us.

We advertise extensively.
We make the demand
We give you over 100% profit.
You run no risk; the goods sell.
Try them.

GIANT CHEMICAL CO.,
PHILADELPHIA, PA.

IMPROVED BALL NOZZLE SYRINGE.



Water delivered from a **Circular Opening** in an **Unbroken Film.** Cleanses all parts of vagina. Far ahead of old style pipe with holes bored in the side.

No Danger of Uterine Colic.

COLUMBIAN BALL NOZZLE CO.,
Proprietors and Sole Manufacturers,
133 William Street, - - NEW YORK.

with wood or rubber foot and wood or adjustable leather socket.

Add to your income by taking an occasional order for one of these artificial limbs.

Elastic Stockings, Trusses, &c

Catalogues free. Did you get yours? Please write me:

GEO. R. FULLER,
Box 2062, ROCHESTER, N. Y.
ESTABLISHED 1857.

Pictures FREE to Druggists.

Every druggist has customers who are interested in horses. If you will write to us we will send you FREE a series of pictures of famous horses for distribution among your customers.

Gombault's Caustic Balsam is a French remedy, imported only by us, and is an absolutely safe and reliable cure for Curb, Splint, Sweeney, Strained Tendons, Spavin, with never a blemish.

THE LAWRENCE-WILLIAMS CO.
CLEVELAND, OHIO.

PATENTED MAY 7, 1895.

THE FAIREST WHEEL

is an invention for the use of dealers, as an aid to an increase in sales of cigars, confectionery, hard and soft drinks, and any five cent article that can be sold six for a quarter.

The Fairest Wheel has increased sales double and as high as five times former sales. Over 15,000 in use.

Write for price, descriptive circular and testimonials. Address,

Decatur Fairest Wheel Works,
DECATUR, ILL., U. S. A.

This machine is fully covered by Letters Patent No. 538,916, and all infringements will be prosecuted to the fullest extent of the law.

Dr. SCHAEFER'S CAFFEINE PILOCARPINE

THE ROESSLER & HASSLACHER CHEMICAL CO.,

100 William Street,
(Woodbridge Bldg.) NEW YORK.

PATENTED

FOLDING CORKSCREWS

DECORATED PRINTED

SOLE MANUFACTURER

JAMES M. MACONNELL
132 NASSAU ST. · · · NEW YORK.

Prescription Blanks

DRUGGISTS,

Do you wish to **INCREASE** your income?
Then treat **YOUR** doctors right.
Using our **PRESCRIPTION** Blanks
Will get the **TRADE** for you.

We have **SOMETHING** of interest.
Blank No. 7! **NEW!** Just out!
Get orders **UNDER** way now!
And make **THE** hay while
the **SUN** shines.

ALUMINUM COVERS.

(Three sizes.)

Vest Pocket (Memoranda Size). Regular R Size. Desk Size.

Our **Blue Tinted Bond Paper** (Pocket) and **White Bond** (Desk) **Blanks** are as popular as ever.

Leather Covers, all sizes and styles.

We still continue to be the **Only Headquarters** for duplicating blanks for both pocket and office use.

That **Record Breaker** of ours is a **Bargain!** For a short time only we will continue to sell these at Fifty Cents per 1,000. They are printed on White or Blue Bond, padded by the Johnson process, fifty in a pad and round-cornered.

We solicit the continuance of patronage of our regular customers. For the benefit of those whom we have not as yet had the opportunity of furnishing with blanks, we offer our samples, which will be cheerfully furnished upon application to

The National Blank Co.,

CINCINNATI, OHIO, U. S. A.

The Largest and Only Exclusive Makers of Blanks in the World.

THE NEW "PARISIAN" SHOW JARS.

Polished Brass Finished Trimmings. Clear Flint Glass Jars.

FOR SALE ONLY THROUGH THE JOBBING DRUG AND GLASSWARE TRADES.

PRICES SUBJECT TO A LIBERAL DISCOUNT.

(PATENT APPLIED FOR.)

No. 4.—Height over all, 47 inches; total width, including the gas globes, 27 inches; diameter of base, 9 inches.

Price complete, $28.00 each.

(PATENT APPLIED FOR.)

No. 3.—31 inches high, including bracket. Jar 25 inches high.

Price complete, $15.00 each.

(PATENT APPLIED FOR.)

No. 2.—42 inches high, including bracket. Jar 25 inches high.

Price complete, $15.00 each.

MADE ONLY BY

THE JERALDS MANUFACTURING COMPANY, 27 Murray Street, NEW YORK.

Kindly mention this Journal when writing to Advertisers.

To Increase ℞ Business.

"We believe 'Short Talks' to be the **BEST** *advertising ever done by us in connection with our Prescription Department...."—Brown Pharmacy Co., Detroit, Mich.*

"About 'Short Talks to Physicians,' would say that the result has been very satisfactory. My Prescription business has **INCREASED** *very notably...."—Chas. A. Osmun, Chemist and Druggist, 13 Seventh Avenue, New York.*

"The **INCREASE** *in our Prescription Department has been between 10 and 12 per cent. We are very much satisfied with 'Short Talks.' They say just exactly what a druggist wants to say to doctors."—Boswell & Noyes Drug Co., Los Angeles, Cal.*

ADVERTISING

Gould

"'Short Talks to Physicians' have contributed largely to the decided **INCREASE** *in our Prescription business. A year ago we were filling 20 to 35 ℞'s a day. Now we never run less than 40 new numbers up to 90 a day. Yesterday we filled 88...."—Norman Lichty, Des Moines, Ia.*

"The 'Short Talks' have been a real **BENEFIT** *to us. The physicians have spoken most highly of them...."—Woodard, Clarke & Co., Portland, Ore.*

"The results have been entirely satisfactory. Our Prescription Department has **INCREASED** *since sending out 'Short Talks.'"—Paxson & Rockefeller, Butte, Mont.*

Short Talks To Physicians.

Printed on five tints of fine paper, in seven colors of inks. Seventy-one thousand already issued, covering forty-nine cities. The fourth series completed. The fifth series soon to begin. A sixth series under way. The subjects of this (fourth) series are:

1. FUNDAMENTAL. 2. ELIXIRS. 3. OINTMENTS. 4. FOODS. 5. SUBSTITUTION. 6. DIGITALIS. 7. COUNTER PRESCRIBING. 8. MISTAKES. 9. ℞ PRICE. 10. COMPOUNDING. 11. ADULTERATION. 12. EXACTNESS.

The 12 Talks sent, postpaid, to any address **For $3.00** to only one druggist in a town. Right reserved to choose customer.

These "Short Talks" are applicable to towns of any size. They contain points that suggest ideas for a season's advertising. Many orders from "too-late" druggists were refused and returned on series three. It would be well for you to order at once if you desire exclusive control of "Short Talks" in your city.

"Authority on Drug-Store Advertising."

I·D·E·A·S

A Publication Devoted Entirely To Drug-Store Advertising,

Covering newspaper advertising, store displays, special sales and events, sign cards, circulars, booklets, own-papers, novelties, original ℞ department matter; plans for pushing own specialties, seasonable goods, etc. Every form of the strictly business side of Drug Store conducting.

Issued on the 15th of each month. Every issue contains a concise, practical outline of advertising to be done during the coming month. *Circulation limited, absolutely, to one druggist in a town.* Not even sample copies sent to others. Direct correspondence is solicited with all subscribers.

Subscription, $3.00 a Year.

At any time a subscriber is dissatisfied he has the privilege of asking for, and will receive his unexpired subscription. "Ideas" stands on its merits alone.

Edited and managed with the co-operation of all subscribers.

Subscription payable in advance, by check, money-order, or draft, to M. P. Gould & Bro., New Haven, Conn.

Measured Advertising Service.

Particulars of Classes A and B furnished on application.

Class C. Writing six (6) newspaper advertisements a week, or equivalent, one (1) circular, one (1) announcement, one (1) booklet (or one 4-page paper), or equivalent a month; suggestions for signs, displays, sales, etc., ideas for ℞ department. Price per month, **$25.00**

Class D, $15.00; Class E, $10.00; Class F, $5.00; and Class G, $3.00 a month. Send for question blank and full particulars.

8-12 Page Booklet, $10.00.

So many of these booklets have been written, eliciting highest words of praise, that further mention is superfluous. In ordering give extended information about. 1, Prices, 2. Quality, 3, ℞'s, 4, Specialties, 5, Sundries, 6, Patents, 7, Your own ideas of what ought to be said and done.

12 Newspaper Adv't's, $5.00.

(Special, limited.) Send samples of ads., circulars, booklets already used; and give idea of what you want pushed.

Writing 4-Page Circular, $5.00.

You cannot appreciate the advertising service furnished by Gould until you have seen its thoroughness and efficacy. Nothing "catch-penny" about it; but painstaking, intelligent, persistent, personal.

MAIN OFFICE:
NEW YORK,
536 Pearl St.

M. P. Gould.

BRANCH OFFICE:
NEW HAVEN,
1st Nat. Bk. Bldg.

WHAT DEALERS SAY OF MUNYON'S REMEDIES.

Has An Immense Sale.

UTICA, N. Y., Nov. 26, 1894.
The sale of Munyon's has been immense and wonderful since they commenced advertising in Utica.
HOWARTH & BALLARD.

Sale Has Been Unprecedented.

ROCHESTER, N. Y., June 25, 1894.
We will say that the sale has been unparalleled since their introduction here.
THE PAINE DRUG CO.

Praised By Seller And Customer.

SYRACUSE, N. Y., July 18, 1894.
We have had "The Munyon's" Home Remedies in stock but a few days. They have been the largest sellers of any remedies we have ever carried. A number of our customers have spoken highly of them, and they have been greatly benefited by the use of Munyon's Remedies.
HANNA & COLING.

Sale Is Unprecedented.

ATLANTA, GA., Oct. 31, 1894.
The sale on your goods has been unprecedented.
JACOBS' PHARMACY CO.

Better Sellers Than Any Others.

ATLANTA, GA., Oct. 23, 1894.
We do not hesitate to say that your goods sell as well *if not better* than anything in our house to-day.
ELKIN-WATSON DRUG CO.

Never Experienced Such A Sale.

CINCINNATI, OHIO, March 13, 1894.
It is but justice to say that during our 30 years' experience in business we have never experienced so substantial a sale of a line of remedies as "Munyon's."
WEATHERHEAD & CO.

Average $15 A Day.

CLEVELAND, OHIO, May 18, 1894.
We can best give you our opinion of your remedies by saying that since the free distribution of your cures three weeks ago, we've had an average sale of $15.00 per day, and the trade is constantly increasing.
MEYER & GLEIM.

Best Sellers We Have.

SAVANNAH, GA., Dec. 3, 1894.
Munyon's Remedies are the best sellers we have.
LIPPMAN BROTHERS.

Demand Daily Increasing.

TOLEDO, OHIO, Nov. 1, 1894.
We have handled your goods for several months and the demand for same is increasing daily, as our orders show.
THE WALDING, KINNAN & MARVIN CO.

Sell Beyond Expectations.

CLEVELAND, OHIO, Oct. 29, 1894.
We have had your remedies for the past seven months and are pleased to state that the sales have been beyond our expectations. We have sold about $4,000 worth since introduced with no complaint from the trade.
STRING, COBB & CO.

Size of case: Height, 26 inches; width, 24 inches; depth, 8 inches.

TERMS TO DEALERS.

Order a Case Through Your Jobber.

These remedies are put up in screw capped vials, three sizes, in pellet form, and hold double the quantity of medicine of any other Homœopathic Remedies now sold at the same price. They retail at 25c., 50c., and $1.00 per bottle, and are in appearance and quality superior to any other Homœopathic Remedies on the market. They are being extensively advertised and are having an immense sale.

The cut herewith represents our new cabinet, which is acknowledged by druggists as the finest case ever placed on the market. It is elegantly finished in highly polished oak, and both front and back contain a very attractive illuminated lithograph of our price-list, mounted in an artistic oak frame, practically making two fronts. The case opens from the back, and has fifty-two compartments, which are alphabetically arranged for convenience. We should like to receive your order through your jobber for this case, packed with a $42.00 assorted stock of Munyon's Remedies, on which you will be allowed the liberal discount of 40 per cent. making the case $25.20 net. We agree to exchange all unsalable remedies for salable at any time, thus relieving you from all risk. With this case we furnish a clock, handsomely framed with our advertisement and price-list, also 500 of our "Guides to Health," and a stamp bearing your name and business address, for the purpose of stamping the front cover of the "Guides." You can select your stock according to the price-list below, or we will pack the case with our best-selling remedies.

PRICE-LIST OF CURES.

Bladder-Cure	25
Blood-Cure	25
Catarrh-Cure	25
Cholera Morbus and Cholera Infantum-Cure	25
Cold-Cure	25
Colic and Crying-Baby-Cure	25
Cough-Cure	25
Croup-Cure	25
Dyspepsia-Cure	25
Diarrhœa-Cure	25
Face and Skin Ointment	25
Female-Cure	25
Fever-Cure	25
Headache-Cure	25
Heart-Cure	25
Kidney-Cure	25
Liver-Cure	25
Malaria and Chills-and-Fever-Cure	25
Measles-Cure	25
Munyon's Cathartic	25
Munyon's Plasters	25
Nerve-Cure	25
Neuralgia-Cure	25
Pile Ointment	25
Pleurisy-Cure	25
Rheumatism-Cure	25
Throat-Cure	25
Whooping-Cough-Cure	25
Worm-Cure	25

SPECIALS.—Large Vials

Asthma-Cure	50
Asthma-Herbs	50
Bladder-Cure	1 00
Blood-Cure	1 00
Catarrh-Cure	1 00
Cough-Cure	1 00
Dropsy-Cure	1 00
Dyspepsia-Cure	1 00
Epilepsy-Cure	1 00
Female-Cure	1 00
Gonorrhœa-Cure	1 00
Gonorrhœa-Injection	1 00
Heart-Cure	1 00
Insomnia-Cure	1 00
Kidney-Cure	1 00
Liver-Cure	1 00
Leucorrhœa-Injection	50
Munyon's Balm	50
Munyon's Vitalizer	1 00
Nerve-Cure	1 00
Rheumatism-Cure	50
Syphilis-Cure	2 00

CAUTION! The public are warned against imitators who are using a name, vial and label similar to our own. To prevent being imposed upon, see that the name of "Munyon" is spelled with the letter **Y**. Take no other.

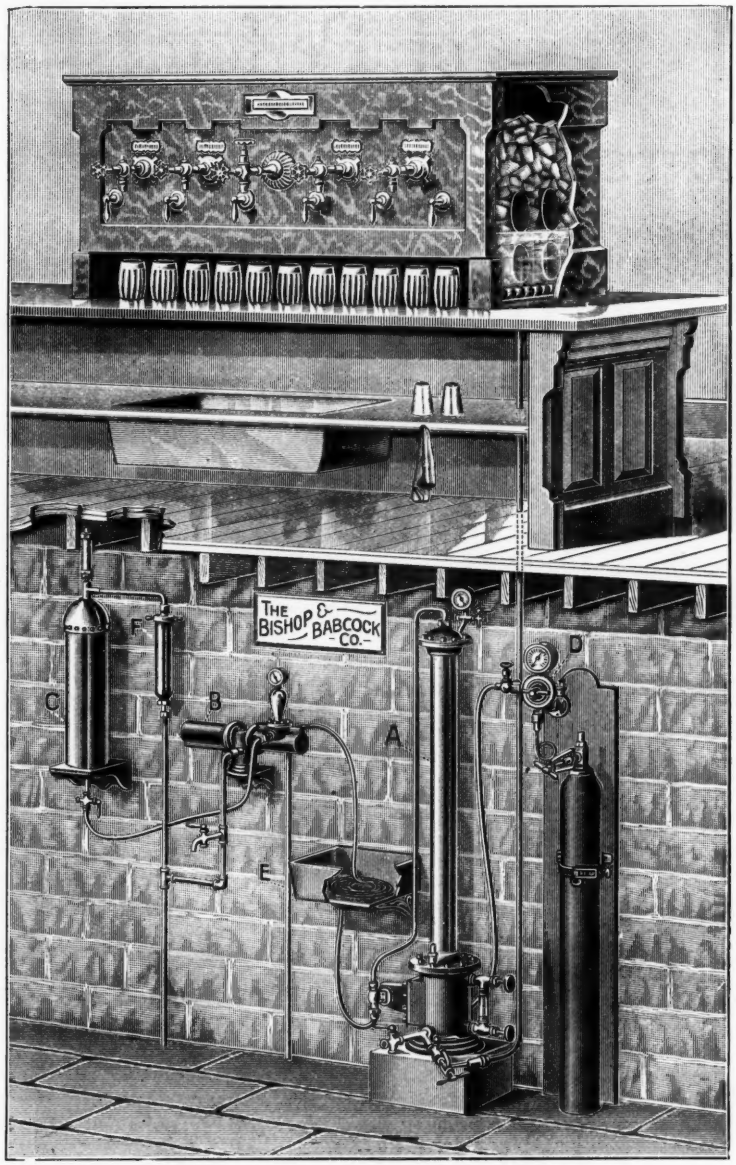
MUNYON'S HOMŒOPATHIC HOME REMEDY CO.,

1505 ARCH STREET, PHILADELPHIA.

Kindly mention this Journal when writing to Advertisers.

THE BEST SODA YOU EVER DREW, AND COSTS 1½ CENTS PER GALLON.

THE AUTOMATIC CONTINUOUS CARBONATOR.
MAKES PERFECTLY CARBONATED SODA OR MINERAL WATERS.
NO LABOR INVOLVED.



THE BEST INVESTMENT A DRUGGIST EVER MADE.
COST OF PLANT IS QUITE MODERATE, AND TERMS OF PAYMENT LIBERAL.
WRITE FOR PARTICULARS.

THE BISHOP & BABCOCK COMPANY,

NEW YORK,
47 Great Jones Street.

CHICAGO,
199 Washington Street.

CLEVELAND, O.

"It smells most sweetly in my senses; a delicate odour as ever hit my nostrils."—PERICLES, Act III.

The Queen of Perfumes

TARRANT'S..

Victorian Violet

possesses in the highest degree of concentration .... the exquisite scent of English Violets....

Superior in both fragrance and style to any other Violet Extract, either Domestic or foreign.....

IF YOU WANT TO LEARN SOMETHING MORE ABOUT
The Tarrant Perfumes...
INVEST IN A POSTAL CARD AND WRITE TO

Tarrant & Co.,

Chemists, New York.

Hot... Soda

We are having numerous inquiries for Hot Soda Apparatus. Last winter taught many interesting lessons. It showed plainly that there is a great chance for money-making in this direction with a proper equipment.

The important and vital point in the dispensing of hot soda-water is the regulation of the heat, which should be automatic. Our patented Heat Regulator is simply perfection. It will bring you through this part of your fiery purchase as safely as Shadrach, Meshach and Abednego.

It keeps the water at a uniform temperature, and when it is hot enough the gas is almost entirely extinguished. Whether you are drawing one glass or one hundred glasses per hour, the heat applied is so regulated that NOT ONE FOOT OF GAS IS EVER WASTED. One Boston druggist, last winter, kept his Tufts' Hot Soda Fountain supplied from a separate gas-meter, and he found that for one whole month in the winter his gas bill was ONLY FIFTY CENTS, in spite of the fact that gas was continually kept burning under his apparatus. Think of that!

Send for our latest catalogue of Hot Soda Equipments. Lowest prices. Liberal terms.

Address all communications to

JAMES W. TUFTS,

33 B Bowker St., Boston, Mass.

Artificial Stimulus.

For a good while in your early business career you got fair prices for your proprietary articles; the profits were right, margin good and you were satisfied. After a while some competitor who thought he was particularly bright cut the prices. You tried persuasion and argument, but it didn't work; he still cut prices. Then you were forced to do the same. Profits on proprietary articles narrowed. Soon the imitation was born; the wily imitator asked you to widen your profits by recommending his products which cost you less. This led to the evil known as substitution. Substitution does two things—it gives the public an inferior product, and takes the bread and butter out of the mouth of the reputable proprietor who has for many years brought people into your store by his advertising and thus given you a profit. It helps an enemy of honest business and a man who is unable to help you because he has no advertising margin.

The drug trade has been very much depressed; a few druggists have taken the artificial stimulus known as substitution, and we would like to ask you if you don't think that sooner or later they will feel the after-effects?

For twenty-five years we have advertised a very remarkable Emulsion, which, by an ingenuous process and the utilization of immense facilities, is made palatable, and has proved itself reliable to you and efficient to the public. The conditions under which it is made are much better than anywhere else in the world. We have sent millions upon millions of people into the drug stores of the country, who laid down millions and millions of dollars for these goods, and while they were buying these goods some of them bought a hair brush, some soda water, another a box of face powder; you—the drug trade—got acquainted with them and had an opportunity in every instance to increase their friendship and trade, not only in drugs, for which they come to you naturally, but at the cigar counter and in the various other lines which you sell.

Now, because of business conditions brought about by that foolish competitor of yours who cut the prices, we find ourselves in the position where Scott's Emulsion is some times replaced by the product of some manufacturer who has not our facilities, or by an Emulsion which may be more profitable at the moment, but which separates or becomes rancid and is liable at any moment to discourage the patient who was probably ready to purchase a considerable quantity of the goods had they been superior.

Do not try this artificial stimulus—substitution, but avail yourself of your clean business intelligence to make strong friends of those customers brought in by the proprietor's advertising. Hold their patronage not only on proprietary articles, but on prescriptions. Supply these customers with those other articles kept by you, but which he can get elsewhere. Is there any reason why you should feel other than a sense of friendliness for a firm which has consistently and persistently presented an article of unparalleled quality to the public and brought that public into your very doors to purchase it? We know there is none, and we propose to do our very best to hold that good will which the drug trade has so persistently manifested toward Scott's Emulsion of Cod-liver Oil.

SCOTT & BOWNE, Chemists, New York.

Kindly mention this Journal when writing to Advertisers.

ORIGINAL PACKAGE PRICES.

It should be understood that the prices quoted in this column are strictly those current in the wholesale market, and that higher prices are paid for retail lots. The quality of goods frequently necessitates a considerable range of prices.

Drugs, Chemicals, &c.

Acetanilid, bulk	lb.	.30	.32
" lbs.	lb.	....	.36
Acetate of Lime, Brown, 100 lb.		.75	.85
Gray	100 lb.	1.25	1.30
Acids:			
Acetic Com'l	100 lb.	1.50	1.65
Aquafortis, 36°	lb.	.03½	.03½
" 40°	lb.	.03½	.04½
Benzoic, German	lb.	.50	.54
" English	oz.	.07	.07½
Boracic, Crystals	lb.	.08½	.09½
" powdered	lb.	.09½	.09¾
Carbolic, cryst., bulk,	lb	.19	.19½
lb. bottle		.24	.26
Citric	lb.	....	.33
" Kegs	lb.	....	.31½
Gallic	lb.	.50	.55
Muriatic, 18@22°	lb.	.70	1.25
Nitric	lb.	.03½	.06½
Oxalic, English	lb.	.07	.07½
" German	lb.	.07½	.08½
Picric	lb.	.23	.24
Salicylic	lb.	.45	.47
Sulphuric 66°	100 lbs.	.75	.90
Tartaric, cryst	lb.	.31	.31½
" powd	lb.	.32	.32½
Tannic	lb.	1.05	1.20
Alcohol, grain	gal.	2.29	2.31
wood, 95@97%	gal.	.65	.70
Alcoholene	gal.	1.20	....
Alein	lb.	1.00	1.10
Alum, Lump	100 lbs.	1.65	....
Ground	100 lbs.	1.75	..
Aniline Oil		.17	.18
Aniline Salt		.16	.17
Antipyrine	oz.	1.20	1.25
Antitoxin, Behring's, 20cc.		1.00	3.00
Roux's		1.00	....
Arrowroot, Berm	lb.	.22	.24
St. Vincent, in bbl	lb.	.06½	.07
Arsenic: Red Saxon	lb.	.06½	.07½
White	lb.	05½	.05½
Balsam, Copaiba, Cent. American	lb.	37½	40
Para	lb.	.45	17½
Fir, Canada	gal.	1.70	1.75
Fir, Oregon	gal.	.65	.70
Peru	lb.	1.95	2.00
Tolu	lb.	.50	.52
Bark, Buckthorn	lb.	.04½	.05
Cascara Sagrada	lb.	.03½	.04½
Elm	lb.	.10	.11
Orange peel	lb.	.06	.14
Sassafras	lb	.09	.11
Soap	lb.	.07	.07½
Bicarb. Soda, Eng.	100 lb.	1.50	1.65
domestic	100 lbs.	1.50	2.00
Bichromate, Pot'h	lb.	.10½	.10½
Bismuth, Subnit., blk.	lb.	1.10	1.15
Bismuth Subcarb., blk.	lb.	1.25	1.30
Bleach'g Powd, Eng.	100 lb.	1.60	1.65
German	100 lb.	1.45	1.55
Blue Vitriol	lb.	.03½	.03¾
Borax, refined	lb.	.05½	.05¾
powdered, concentrated	lb.	.04½	....
Crystals	lb.	.05	.05½
Brimstone, crude 3d.	ton.	20.20	20.50
Bromide Potash. blk.	lb.	.42	.43
bottles	lb.	.49	.51
Bromide Ammonium, bulk	lb.	.52	.55
Bromide Sodium, b'lk.	lb.	.47	.48
Bromine, bulk	lb.	.48	.50
Burgundy pitch	lb.	.02½	.02½
Cacao Butter: 12-lb. boxes,	lb.	.27	.28
Dutch A, bulk	lb.	...	.30½
Caffeine	oz.	5.10	5.25
Camphor, ref'd, bbls.	lb.	.39	...
cases	lb.	.40	....
Cantharides, Chinese	lb.	.30	.35
Russian	lb.	.50	.55
Carb. Ammonia, casks,	lb.	.08½	.09
Cassia Buds	lb.	.25	.26
Castor Oil cases	lb.	.12½	.13
barrels	lb.	.12	.12½
Caustic Soda, as to test,	100 lbs.	2.22½	2.42½
Chalk, Engl. Precip., bulk	lb.	.04½	.06½
Chloral Hydrate, crystals, bulk	lb.	.77½	.80
Hydrate, crusts, b'lk,	lb.	.72½	.85
Chlorate Pot., crys	lb.	.09½	.09½
pow'd	lb.	.09½	.09¾
Chloroform, bulk	lb.	.50	.55
Cinchonidine Sulphate.	oz.	.10	.12
Citrates Iron, U.S.P.	lb.	....	.57
Iron, Soluble	lb.	....	.53
Iron and Ammonia	lb.	....	.48
Iron and Quinine	lb.	1.45	1.53
Iron and Strychnine	lb.	1.80	2.05
Phosphate, U.S.P.	lb.	....	.55
Pyrophos, U.S.P.	lb.	....	.55
Potash	lb.	...	.49
Citrate Iron Pyrophos, Soluble	lb.	....	.55
Soda	lb.	....	.49
Cobalt, pow'd	lb.	.10	.16
Cocaine Muriate	oz.	2.75	3.15
Codeine Sulph	oz.	3.50	3.75
Cod Liver Oil, Norwegian	bbl.	22.00	26.00
Newfoundland	gal.	.75	1.00
Colocynth: Trieste	lb.	.50	.55
Spanish	lb.	.22	.24
Copperas	100 lb.	.42½	.52½
Single barrels		60	1.00
Creosote, Beechwood		.82½	.85
Cream Tartar, cryst	lb.	.24½	.24½
powdered	lb.	....	2.4½
Cubeb Berries, XX	lb.	.08	.09
Ordinary	lb.	.06	.07
Cutch, bales	lb.	.04½	.05½
Cutch, boxes	lb.	.08½	.09
Cuttle Bone, Trieste	lb.	.08½	.09
Jewelers'	lb.	.40	.48
Dextrin	lb.	.03½	.05
Divi Divi	ton	34.50	38.00
Dragon's Bl'd, lump	lb.	.18	.22
In reeds	lb.	....	.70
Epsom Salts	100 lb.	1.00	1.10
Ergot, G'm'n and Russ'n,	lb.	.11	.13
Spanish	lb.	.16	.18
Ergotine, Domestic	lb.	....	4.00
German	lb.	4.00	....
Flowers, Arnica	lb.	.06½	.07
Chamomile, German, 1897	lb.	.18	.24
German, 1896	lb.	.12	.16
Belgian		.13	.15
Lavender, Ordinary,	lb.	.02½	.03
Select	lb.	.04½	.06
Gambier	lb.	.03½	.03¾
Glauber Salt, per 100 lbs.		.65	.75
Glycerin, bbls	lb	13	13½
" cases	lb.	.13½	.17
Grains of Paradise	lb.	....	.05½
Guarana	lb.	.40	.45
Gums: Aloes, Cape	lb.	.05	.05½
" Curacao	lb.	.02½	.03
" Socotrine	lb.	.22	.25
Arabic, 1st picked	lb.	.55	.58
" 2d	lb.	.35	.37
Arabic, sorts	lb.	.18	....
Asafœtida	lb.	.16	.20
Benzoin	lb.	.26	.40
Chicle	lb.	.28	.30
Gamboge	lb.	.40	.42
Gualac	lb.	.13	.20
Kino	lb.	3.00	....
Mastic	lb.	.40	....
Myrrh	lb.	.15	.25
Olibanum	lb.	.05	.07
Sandrac	lb.	.21	.22
Senegal, picked	lb.	.18	.25
" sorts	lb.	.15½	.16
Shellac, DC	lb.	....	.26
" VSO	lb.	.23	.24
" SS	lb.	....	.20
" TN	lb.	.16	.17
" Garnet	lb.	.17½	.18
" Bleached	lb.	.17½	.18½
Tragacanth, Aleppo,	lb.	.30	.66
" Turkey	lb.	.45	.85
Indigo	lb.	.92½	1.30
Insect Flowers	lb.	.24	.38
Insect Powder, pure	lb.	.37	.38
Iodide Potash, bulk	lb.	2.35	2.40
" " bot's	lb.	2.45	2.60
Isinglass, Am'r'n	lb.	....	.35
Russian	lb.	2.75	3.00
Juniper Berries	lb.	.02½	.02½
Kola Nuts	lb.	.15	.30
Leaves: Belladonna	lb.	.07	.10
Buchu, short	lb.	.09	11
" long	lb.	.16	.18
Coca, Truxillo	lb.	.14	.15½
" Huanuco	lb.	.16	.20
Damiana	lb.	....	.07½
Digitalis	lb.	.07	.08½
Hyoscyamus	lb.	.08	.09
Jaborandi	lb.	.12	.14
Rose, red	lb.	.53	.54
Senna, Alex natr'l	lb.	.10	.16
Senna, Tinni'y	lb.	.05	.12
Stramonium	lb.	.05½	.06
Liquorice, M. & R.	lb.	.17	.19
Lupulin, German	lb.	.35	.50
Lycopodium	lb.	.32	.34
Manna, large flake	lb.	.55	.60
Small flake	lb.	.20	.30
Menthol, Japanese	lb.	1.75	1.80
Mercurials: Blue Pill	lb.	.34	....
Calomel	lb.	.68	....
Cor. Sublimate	lb.	.69	....
Mercury and Chalk		.29	....
Ointment	lb.	.28	.37
Red Precipitate	lb.	....	.78
White "	lb.	....	.83
Morphine, bulk	oz.	1.70	1.80
Eighths	oz.	1.95	2.10
Moss, Irish	lb.	.06	.08
Irish, bleached	lb.	.10½	.12
Naphthaline, flake	lb.	....	02½
Naphthaline, Ball	lb.	....	.02½
Nitrate Silver	oz.	.40	.41½
Nitrate Soda	100 lb.	1.67½	...
Nux Vomica	lb.	.02½	.03½
Nutgalls, China	lb.	.10½	.11
Aleppo	lb.	.12	.13
Oils, Essential: Anise	lb.	1.90	2.00
Almonds, Bitter	lb.	4.00	6.00
Bitter, Artificial	lb.	.90	1.25
Sweet	lb.	.18	.30
Bay	lb.	2.65	2.75
Bergamot	lb.	1.75	2.00
Cajuput	lb.	.55	.70
Camphor	lb.	.15	.16
Cassia	lb.	1.25	1.50
Citronella, Native	lb.	.27	.28
Clove, bud	lb.	.40	.45
Copaiba	lb.	.70	.75
Coriander	lb.	8 00	....
Croton	lb.	1.10	1.20
Cubeb	lb.	.85	.90
Geranium	lb.	....	2.90
Lavender	lb.	.35	1.45
Lemon, as to brand	lb.	.65	1.25
Lemongrass	lb.	.80	1.00
Musk	lb.	6.00	7.00
Myrbane	lb.	.15	.17
Neroli	lb.	20.00	40.00
Nutmeg	lb.	1.45	1.50
Orange, sweet	lb.	1.65	1.70
Orange, bitter	lb.	2.75	3.75
Origanum	lb.	.16	.45
Pennyroyal	lb.	.75	.85
Peppermint, bulk	lb.	1.05	1.25
" bot. HGH	lb.	1.40	1 45
Rose	lb.	7.00	8.00
Sandalwood	lb.	....	2.85
Sassafras	lb.	.38	.40
Sassafras, Artificial	lb	.30	.38
Safrol		....	.50
Sesame, ₱ gal.		.65	.70
Spearmint	lb.	2.00	2.25
Tansy	lb.	1.80	2.00
Wintergreen	lb.	1.05	1.20
" Synthetic	lb.	.55	....
Wormseed	lb.	3.25	3.50
Opium, Natural, cs	lb	....	2.35
Opium, Ordinary, Jobbing	lb.	....	2.40
Opium, powd	lb.	3.10	3.30
Phenacetine	oz.	.85	.95
Prussiate Potash, Yellow, Scotch	lb.	.11½	.15
Red	lb.	....	.38
Quicksilver, flasks	lb.	.52	.53
Quinine Sulphate, Domestic, bulk	oz.	....	.21
Domestic, ozs	oz.	.21	.23
German, bulk	oz.	17	....
German, ozs	oz.	.24	.25
Rochelle Salts	lb.	.19	.19½
Root, Aconite	lb.	.09	10
Alkanet	lb.	.05	.05½
Althaea, cut	lb.	.15	....
Arnica	lb.	.12	.13
Belladonna, Ger	lb.	.10	....
Blood	lb.	....	....
Calamus	lb.	.06½	.07
Calamus, bleached	lb.	.20	.24
Colchicum	lb.	.08	....
Columba	lb.	.07	.12
Dandelion, Germ	lb.	.09	.11
Dogwood	lb.	.08	.10
Galangal	lb.	.07	.07½
Gentian	lb.	.06	.06½
Ginseng	lb.	3.50	3.60
Ginger, Jam. bled	lb.	.20	.21
unbleached	lb.	.17	.19
Golden Seal	lb.	.24	.26
Hellebore, pow'd	lb.	.10	....
Ipecac	lb.	1.65	1.75
Jalap	lb.	.10	.11
Kava Kava	lb.	....	.10½
Liquorice, select	lb.	.07	.10
" pow'd	lb.	.13	.15
Lovage	lb.	....	.22
Mandrake	lb.	.04½	.05½
Orris, Florentine	lb.	.12	.15
Orris, Verona	lb.	09½	.11
Pink	lb.	.20	.21
Rhubarb, Canton	lb.	.35	.45
Shensi	lb.	.45	.70
Sarsaparilla, Hond	lb.	.25	.35
Sarsaparilla, Alex	lb.	.05	.05½
Senega	lb.	.26	.28
Serpentaria	lb.	.17	.20
Valerian, Belgian	lb.	.05½	.06
" German	lb.	.06	....
Saffron, Amn	lb.	.15	.16
Spanish Valencia	lb.	10.00	11.00
Salicylate Soda	lb.	.90	1.00
Sal Ammoniac, lump	lb.	.08½	.08¾
" Granulated	lb.	05¾	.06½
Sal Soda, Eng	100 lb.	....	.75
" American	lb.	.60	.75
Salol	lb.	3.10	3.30
Saltpetre, crude	lb.	.03	.03¼
Saltpetre Refined	lb	.05	.06
Seeds, Anise, Ital	lb.	.05½	....
Anise, Spanish	lb.	.08	.10
Anise, Star	lb.	.24	....
Canary, Smyrna	lb.	.02	.02½
Canary, Sicily	lb.	.02½	.02½
Caraway	lb.	.04½	.04¾
Cardamom, Ceylon, No. 1	lb.	1.20	1.25
Ceylon, No. 2	lb.	1.10	1.15
Ceylon, No. 3	lb.	1.00	1.10
Mangalore	lb.	1.25	1.50
Decorticated	lb.	1.10	1.15
Celery	lb.	.07	.07½
Colchicum	lb.	.09	.10
Coriander	lb.	.02½	.02¾
Cummin	lb.	.08	....
Fennel, German	lb.	....	.06½
Italian	lb.	.04¾	.05
Flax Meal	lb.	....	.03¾
Fœnugreek	lb.	.02½	.03½
Hemp, Russian	lb.	....	.02¾
Mustard, yel., Cal	lb.	.02½	.02½
Brown, Cal	lb.	....	.03
Poppy, blue	lb.	.04	.04½
Quince, German	lb.	.40	.45
Rape, German	lb.	.02½	.02½
English	lb.	.03½	....
Seidlitz Mixture	lb.	.15	.18
Soap, Castile, Mars., mottled, pure	lb.	....	.05
White	lb.	....	.09¾
Soda Ash, 48%	100 lbs.	.85	.90
Soda Carb., Cryst.	100 lts.	1.85	1.90
Spirits Nitre, U. S. P.	oz.	.41	.43
Spirit Ammonia, Arom.	lb	.44	.45
Squills, white	lb.	.03½	.04
Sugar Milk, powd	lb.	.10	.17
Sugar Lead, white	lb.	.07	.07½
" " brown	lb.	.05	.05½
Sulphate Ammonia	100 lb.	.90	3.00
Do., Potash, 48%	100 lb.	1.11½	1.15
Do., Potash, 90%	100 lb.	2.10	2.15
Sulphur, Roll	lb.	....	.01¾
" Flour	lb.	....	.01¾
Sulphuric Ether	lb.	.57	.64
Sumac, Sicily	ton	38.00	42.00
" Virginia	ton	32.00	37.00
Tar, Barbadoes	gal.	....	.38
Tin Crystals, bbls	lb.	.10	.12
jars	lb.	.15½	....
Tonka Beans, Para	lb.	.17	.20
" " Angostura	lb.	1.60	1.75
Turmeric		.02¾	.03
Turpentine, Spirits	lb.	28	.28½
Vanilla Beans	lb.	10.00	14.50
Cut, Mexican	lb.	10.00	12.00
Cut, Tahiti	lb.	4.25	4.50
Venice Turpentine, barrels	lb.	.17	.18
cans	lb.	.19	.20
Wax, Brazil, Veg	lb.	.21	.25
Japan	lb.	.08½	.08¾
Zinc Oxide	lb.	.30	.45

Animal and Vegetable Oils.

Linseed, raw	gal.	.39	.40
boiled	gal.	.41	.42
Lard, City, Prime, present make	gal.	.36	.37
West, prime	gal.	....	....
Cotton-seed, Prime Crude	gal.	....	....
Summer Yellow, butter grades		.25½	.26½
Summer Yellow, off grades		.25	.25½
Prime, White	gal.	....	.26
Sperm, Crude	gal.	.43	.45
Natural Spring	gal.	....	.40
Bleached Spring	gal.	....	.45
Natural Winter	gal.	.43	.45
Bleached Winter	gal.	.48	.50
Whale, Natural Winter	gal.	....	.39
Bleached Winter	gal.	.48	.41
Ex. Bleached	gal.	....	.43
Menhaden, Crude, Sound	gal.	.20	.22
Dark, pressed	gal.	.23	.24
Light, pressed	gal.	.25	....
Bleached, Winter	gal.	.31	.32
Extra Bleached	gal.	.33	.34
Tallow, City, prime	gal.	.37	.39
Cocoanut, Ceylon	lb.	.04¾	.05
Cochin	lb.	.06	.06½
Cod, Domestic	gal.	.25	.26
Foreign	gal.	.27½	.30
Red Elaine	gal.	.35	.37
Saponified	lb.	.04	.04½
Bank	gal.	.35	....
Straits	gal.	.36	....
Olive oil, table, in tins		1.50	1.85
Com'n, bbls	gal.	.53	.55
Rapeseed	gal.	.60	.65
Neatsfoot, prime	gal.	.60	.70
Palm, prime, Lagos	lb.	.04½	.05½

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Every day the number of Sterilizers in use is increasing. Doctors in your vicinity will prescribe them if you can furnish them. By their use little babies are having their troubles lessened and the percentage of sickness and death among infants is being decreased

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HERNAN & McDOUGAL, Oneida, N. Y.
E. M. KANE, Coffeyville, Kansas.
W. C. LINDLEY, Blooming, Ind.
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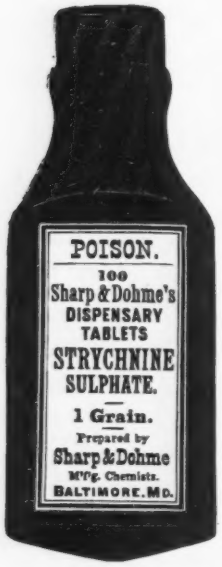
SUBJECT TO USUAL DISCOUNT TO THE TRADE.



	List Per Bottle of 100
ACID ARSENOUS ¼ gr.	$ 20
ACID ARSENOUS ½ gr.	20
ACID ARSENOUS 1 gr.	25
ACONITE ROOT, EXTRACT 1 gr.	25
ACONITINE, Pure, Cryst ¼ gr.	1 50
ACONITINE, Pure, Cryst ½ gr.	2 50
ATROPINE SULPHATE ¼ gr.	1 20
ATROPINE SULPHATE ½ gr.	2 00
ATROPINE SULPHATE 1 gr.	3 50
BELLADONNA, EXTRACT 1 gr.	25
COCAINE HYDROCHLORATE 1 gr.	1 50
CODEINE, Alkaloid 1 gr.	2 25
CODEINE PHOSPHATE 1 gr.	2 20
CODEINE SULPHATE 1 gr.	2 10
COPPER ARSENITE ⅛ gr.	25
COPPER ARSENITE ¼ gr.	25
CORROSIVE SUBLIMATE ½ gr.	20
CORROSIVE SUBLIMATE 1 gr.	20
DIGITALIN, Pure ¼ gr.	1 25
DIGITALIN, Pure ½ gr.	2 20
ELATERIUM (Clutterbuck) 1 gr.	1 00
HYOSCYAMINE SULPHATE ⅙ gr.	1 75

	List Per Bottle of 100
HYOSCYAMINE SULPHATE ¼ gr.	$3 25
HYOSCYAMINE SULPHATE ½ gr.	6 00
MERCURY, RED IODIDE 1 gr.	25
MORPHINE HYDROCHLORATE 1 gr.	1 20
MORPHINE SULPHATE 1 gr.	1 20
NUX VOMICA, EXTRACT 1 gr.	25
PILOCARPINE HYDROCHLORATE 1 gr.	7 00
SODIUM ARSENATE ¼ gr.	20
SODIUM ARSENATE ½ gr.	20
SODIUM ARSENATE 1 gr.	25
STRYCHNINE, Alkaloid ¼ gr.	25
STRYCHNINE, Alkaloid ½ gr.	45
STRYCHNINE, Alkaloid 1 gr.	80
STRYCHNINE ARSENITE ⅛ gr.	35
STRYCHNINE ARSENITE ¼ gr.	55
STRYCHNINE ARSENITE ½ gr.	1 00
STRYCHNINE NITRATE ¼ gr.	30
STRYCHNINE NITRATE ½ gr.	50
STRYCHNINE SULPHATE ¼ gr.	25
STRYCHNINE SULPHATE ½ gr.	45
STRYCHNINE SULPHATE 1 gr.	80
TARTAR EMETIC 1 gr.	20

CAUTION

These tablets are designed to be used at the dispensing counter only, for the purpose of facilitating the accurate weighing of the quantity of drug contained therein and stated on the label. They should never be sold in their present form and strength to the public, as each tablet contains a poisonous dose of the medicament.

SHARP & DOHME

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Prices Current.

The outside prices quoted are for such quantities as retailers usually purchase. When purchasing original packages the inside quotations should be expected, while a slight advance over the outside quotations given may be demanded for very small lots. Current commercial quality is understood unless otherwise indicated. For extra quality or for specified makes a slightly higher price will have to be paid.

Acetanilid 5 lb. .38	lbs.	.42
Acid, Acetic, U. S. P. Carboys, 6½	lbs.	.8
No. 8, Carboy, .4	lb.	.7
Glacial	lb.	.25-50
Arsenous, fused, lb. .18	oz.	.8
Benzoic, English, 50 oz. boxes, .10	oz.	.14
Benzoic, from Toluol, lbs. .65	oz.	.10
Boracic, Crystals, 25 lbs. .12½	lb.	.15
Boracic, Po., 25 lbs. .13½	lb.	.16
Camphoric	oz.	.40
Carbolic, Crystals, 10 lbs. 28	lb.	.30
Calvert's No. 1	lb.	1.80
Calvert's No. 2	lb.	1.32
Solution, 10 galls. .40	gal.	.50
Chromic, lb. .77	oz.	.7
Chrysophanic, 1 oz. cartons	ozs.	.55
Citric, Crystals, 10 lbs. .40	lb.	.42
Gallic, lbs. .70	ozs.	.10
Hydrocyanic, dil. lbs. .50	ozs.	.7
Hydrobromic, dil	lb.	.28
Hypophosphorus, 50 per cent. sol	lb.	1.65
Lactic, Concentr., lbs. 1.00	ozs.	.14
Muriatic, carboys, .2	lb.	.5
C. P.	lb.	.15
Nitric, Carboys, .5½	lb.	.8
C. P.	lb.	.18
Oleic, purified	lb.	.35
Oxalic, 10 lbs., .10	lbs.	.12
Phosphoric, glacial	lbs.	.66
U. S. P., 85 per cent., syrupy	lb.	.38
Picric	lb.	.50
Pyrogallic, lbs., 3.30	ozs.	.27
Pyroligneous, pure	lb.	.30
Acid, Salicylic, white, 5 lbs. .50	lbs.	.55
Stearic, hard	lb.	.18
Succinic, white, lbs., 1.60	oz.	.15
Sulphuric, carboys, .1¾	lb.	.5
" C. P. carboys, 12c. lb	lb.	.18
Sulphurous	lb.	.10
Tannic, lbs., 1.20	oz.	.15
Tartaric, powdered, 10 lbs. .35	lbs.	.38
Valerianic	ozs.	.23
Aconitine, Amorphous, ⅛ ozs	ozs.	6.75
Agaricine (15 gr. vials, each .15)	ozs.	1.25
Agaric, white	lb.	.40
Alcohol, 10 gals. 2.45	gal.	2.60
Cologne, Spirits, 10 gals. 2.50	gal.	2.70
Wood, 10 gals. .85	gal.	.90
Columbian Spirit	gal.	1.65
Alizarin	oz.	.15
Allspice, 10 lbs. .8	lb.	.10
powdered, 5 lbs. .15	lb.	.18
Almonds, bitter, shelled	lb.	.35
sweet, shelled	lb.	.35
Almond Meal, true, 10 lbs. .30	lb.	.35
Aloin, lb. .75	oz.	.10
Alum, cryst., bbls. .2	lb.	.3
powdered, bbls. .4½	lb.	.7
burnt, 10 lbs. .10	lb.	.12
Aluminum, Acetate	oz.	.15
Sulphate	lb.	.10
Wire	oz.	2.25
Amber, rasped	lb.	.35
Ambergris, Gray, oz., $30.00	drachm.	4.00
Ammonia, see WATER AND SPIRIT	lb.	
Ammoniac, Gum	lb.	.30
Ammonium, Bromide, 5 lb. box, .60	lb.	.65
Carbonate, 25 lbs. .10	lb.	.14
Iodide, lb. 4.00	oz.	.35
Muriate, gran. com	lb.	.10
purified	lb.	.17
powdered	lb.	.17
sal. ammoniac	lb.	.14
Nitrate, crystals, 10 lbs. .22	lb.	.25
Valerianate, lb. 2.50	oz.	.23
Amygdalin, ½-oz. vials	oz.	2.40
Amyl, Nitrite	oz.	.25
Amylene, Hydrate	oz.	.45
Aniline, Red, crystals	lb.	1.25
Black	lb.	.75
Crystals for ink	lb.	1.50
Blue Deep, No. 1	lb.	2.00
No. 2	lb.	1.75
Sol., reddish, No. 1	lb.	2.50
No. 2	lb.	1.25
Crimson	lb.	1.50
Aniline, Brown, Bismarck	lb.	1.25
soluble	lb.	1.00
Green, crystals	lb.	1.50
paste, concent	lb.	2.00
powdered	lb.	1.25
Orange	lb.	1.00
Purple, B. B.	lb.	1.75
Scarlet	lb.	1.50
Yellow	lb.	1.25
Annatto, baskets	lb.	.40
Anodyne, Hoffmann's	lb.	.51
" " U. S. P.	lb.	.85
Antikamnia, 10 ozs. .90	oz.	1.00
Antimony Sulphuret, powdered, Pure, 10 lbs. .12	lb.	.14
Antifebrin, 25 ozs. .13	oz.	.15
Antinosine	oz.	2.00
Antitoxin, Diphtheria, Aronson's 500 units, .80; 1,000 units		1.60
Behring's No. 1, bot., 1.15; No. 2, bot., 2.00; No. 3	bot.	3.00
Gibler's, 5 ccm. vials, .75; 10 ccm. vials, 1.35; 25 ccm. vials, 2.50; double 25 ccm., 4.50; Gibler's Dry form, 1 gm		1.50
Mulford's "Standard," (100 units to ccm.) No. 1, 500 units, 1.00; No. 2, 1,000, 1.75; No. 3, 2,000, 3.25; Potent (250 units to ccm.); No. 1, 500 units, 1.25; No. 2, 1,000, 2.25; No. 3, 2,000, 4.00. "Extra Potent" (5,000 units to ccm.); No. 1, 500, 1.50; No. 2, 1,000, 2.75; No. 3, 2,000		5.00
P. D. & Co., less 15 per cent. 250 units, 65c.; 500, 1.25; 1,000, 2.25; 1,500, 3.50; 2,000, 4.50.		
Roux's, Pasteur Vaccine Co., regu'ar, 2,000 units, 1.15 extra, 4,000, units.		1.84
Streptococcus, Marmorek, Pasteur Vaccine Co., vial		1.13
Tetanus, Pasteur Vaccine Co.	vial.	1.13
Antipyrine	oz.	1.40
Apiol, Fluid, Green	oz.	.45
Capsules, Joret's	doz.	6.25
Apomorphine, Hydrochlor., Cryst.	oz.	7.00
" Amorphous	oz.	2.75
Areca, Nuts	lb.	.20
powdered	lb.	.30
Argols, Red, powdered	lb.	.12
Aristol, 25 oz. 1.65	oz.	1.80
Arrowroot, Bermuda	lb.	.60
St. Vincent, 28 lbs. .10	lb.	.16
Taylor's, ¼ lb. 24 lbs. .28	lb.	.32
Arsenauro, 1 oz. bots	doz.	8.00
Arsenic, Donovan's sol	lb.	.20
Fowler's sol	lb.	.10
White	lb.	.10
Iodide	oz.	.45
Asafœtida	lb.	.25
powdered	lb.	.40
Atropine, Sulph., ⅛ oz	oz.	5.25
Balsam, Fir, True Canada	lb.	.35
Copaiba, Para, 5 lbs. .55	lb.	.60
Peru	lb.	2.25
Tolu, 10 lb. can 60	lb.	.70

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Send chest measure and length of sleeve from centre of back.

Barbadoes Tar, 10 gals. .45	gal.	.50
Barium, Acetate	oz.	.15
Carbonate	lb.	.40
Chloride	lb.	.17
Nitrate	lb.	.13
Oxide, pure	oz.	.10
Sulphuret or Sulphide	lb.	.65
Bark, Angostura	lb.	.20
Barberry	lb.	.25
Bayberry	lb.	.15
Berberis Aquifol	lb.	.20
Buckthorn	lb.	.15
Canella	lb.	.18
Cascara Sagrada	lb.	.20
Cascarilla, select	lb.	.20
Cassia in mats	lb.	.10
Saigon	lb.	.45
Cinchona, Red, E. I.	lb.	.36
powdered	lb.	.40
Cinchona, Calisaya	lb.	.36
powdered	lb.	.40
pale	lb.	.20
powdered	lb.	.25
Cinnamon, Ceylon	lb.	.35
Elm, selected	lb.	.15
ground, 10 lbs. .12	lb.	.18
powdered, 10 lbs. .12	lb.	.14
Hemlock, crushed	lb.	.15
Jamaica Dogwood	lb.	.25
Mezereon	lb.	.25
Oak, white, crushed	lb.	.15
Orange Peel, bitter	lb.	.16
Prickly, Ash	lb.	.20
Quebracho	lb.	.25
Sassafras, 10 lbs. .12	lb.	.14
Simaruba	lb.	.45
Soap (Quillaja), cut, 5 lbs. .10	lb.	.12
Tamarack, powd.	lb.	.20
Wild Cherry, 5 lbs. .10	lb.	.12
ground, 5 lbs. .12	lb.	.16
Witch Hazel	lb.	.20
Barley Pearl	lb.	.6
Bean, Calabar	lb.	.30
St. Ignatius	lb.	.45
Tonka, Angostura	lb.	2.00
Surinam	lb.	1.00
Vanilla, prime, long	lb.	16.00
Vanilla, prime, med	lb.	13.00
short	lb.	9.00
Benzol, Coal Tar	lb.	.45
Benzosol	oz.	1.15
Berberine, C. P. cryst	oz.	5.00
Sulphate	oz.	1.20
Berries, Cubeb	lb.	.15
powdered	lb.	.20
Juniper	lb.	.9
powdered	lb.	.15
Fish	lb.	.12
Poke	lb.	.20
Prickly Ash	lb.	.25
Sumac	lb.	.20
Bismuth, Ammonia Citrate, lbs. 2.15	oz.	.18
Subcarbonate	lbs.	1.65
Subnitrate, 5 lbs. 1.40	lbs.	1.45
Subgallate, lb. 1.45	oz.	.14
Salicylate, basic, lb. 2.00	oz.	.16
Bladder Wrack	lb.	.25
Blue Vitriol, bbl. .4½, 100 lbs. .5	lb.	.7
powdered, 50 lbs. .5	lb.	.10
Bole, Armenia, powdered, true	lb.	.12
Bone Ash	lb.	.15
Borax, 100 lbs. .6½	lb.	.8
powdered, 50 lbs. .6½	lb.	.9
Breast Tea, 5 lbs. .25	lb.	.30
Brimstone Roll, bbls., .2	lb.	.3
Bromine	oz.	.10
Bromoform	oz.	.25
Buds, Balm of Gilead	lb.	.45
Cassia	lb.	.33
Butter, Cacao, 12 lbs. .40	lb.	.45
Butylchloral	oz.	.50
Cadmium, Bromide	oz.	.20
Iodide	oz.	.40
Caffeine, lb., 6.50	oz.	.48
Bromide	oz.	.75
Citrated, U. S. P., lb., 4.30	oz.	.37
Valerianate	oz.	.80
Calamine	lb.	.10
Calcium, Carb., precip	lb.	.10
Hypophosphite, lb., 1.40	oz.	.13
Iodide	oz.	.39
Lactophosphate	oz.	.23
Phosphate, precip	lb.	.24
Sulphide	lb.	.30
Calomel, 10 lbs., .70; 5 lbs. .75	lb.	.83
Camphor, 100 lbs., .42; 10 lbs., .45	lb.	.50
Monobromated, lbs., 1.50	oz.	.16
Cantharides, Russian	lb.	.85
powdered	lb.	.95
Cantharidal Vesicant	doz.	2.50
Cantharidin	grain	.12
Capsicum, African	lb.	.15
powdered, 5 lbs. .20	lb.	.22
Capsules, empty and filled, different makes at list prices.		
Caramel	lb.	.15
Caroid, powder form	oz.	1.25
and Soda Tablets, 200s	bot.	1.00
Carbon, Disulphide, .10 lbs. .12	lb.	.14
Carmine, No. 40, lb. .3.00	oz.	.35
Castor, Fiber	oz.	1.25
powdered	oz.	1.40
Catechu, Black, bale, .9	lb.	.12
powdered, 25 lb. boxes .22	lb.	.28
Cerium, Oxalate, lb. .75	oz.	.8
Chalk, French, powdered	lb.	.3
precip	lb.	.10
prepared	lb.	.7
Charcoal, Animal, powd	lb.	.10
Willow, powd	lb.	.16
Chinoidine	oz.	.12
powdered	oz.	.25
Chloral, Hydrate, 5 lbs. 1.55	lb.	1.65
Croton	oz.	.50
Chloralamid, 25 pkgs. .70	pkg.	.80
Chlorine Water	lb.	.15
Chloroform, Purified, 5 lbs. .60	lb.	.65
Commercial, 5 lbs. cans .58	lb.	.60
Cinchonidine, Salicylate	oz.	.41
Sulphate	oz.	.19
5 oz. cans	oz.	.14
Cinchonine, Sulphate	oz.	.15
Cinnabar	lb.	1.50
Civette	oz.	6.00
Clay China	lb.	.8
powdered	lb.	.10
Cloves, 10 lbs. 10	lb.	.12
powdered, 5 lbs. .16	lb.	.18
Cobalt, Carbonate	oz.	.85
Chloride	oz.	.30
Nitrate	oz.	.25
Powdered	lb.	.20
Cocaine, Hydrochloride, Cryst	oz.	3.00
Alkaloid	oz.	3.75
Oleate, 5 per cent	oz.	1.00
Cochineal, Honduras	lb.	.38
Powdered	lb.	.45

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powdered.....lb. .80
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Confection, Senna.....lb. .40
Copper, Sulph., bbl. .4½.....lb. .7
Iodide.....oz. .60
Copperas, bbl. .1.....lb. .2
Corrosive Sublimate, 10 lbs. .69.....lb. .75
powdered, 10 lbs. .80.....lb. .85
Cowhage.....oz. .50
Cream Tartar, 99%, powdered, 50 lbs. .25½
10 lbs. .26½.....lb. .30
Creoline, 5 lb. .45.....lb. .50
Creosote, Coal Tar.....lb. .45
Beechwood Tar.....lb. .90
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Cumarine, B. & S., lb. 11.00.....oz. .75
Currie Powder.....lb. 1.50
Cuttle-fish Bone, select.....lb. .25
Dermatol, 25 ozs. .18.....oz. .20
Dextrin, bag 6½.....lb. .10
Diuretin.....oz. 1.75
Dover's Powder, 10 lbs. .90.....lb. 1.00
Dragon's Blood, reeds.....lb. .55
Earth, Fullers, po. 25, .5c. lb.....lb. .8
Elaterium.....oz. .70
Epsom Salts, bbl. 1¼.....lb. .3
Ergot, Spanish.....lb. .80
powdered.....lb. .35
Eserine, Sulphate, 5 gr. V.....grain. .7
Ether, Sulphuric.....lb. .66
washed.....lb. .70
concent.....lb. .73
Acetic.....lb. .53
Ergotin, Bonjean's, lb. 2.50.....oz. .25
Eserine.....grain. .15
Salicylate.....grain. .7
Sulphate.....grain. .7
Ethiops Mineral.....lb. .70
Ethyl, Bromide.....oz. .22
Iodide.....oz. .40
Eucaine, Hydrochlor, ⅛, ¼ oz. 3.60....⅛, 1 oz. 3.50
Eucalyptol, lb. 3.50.....oz. .20
Eudoxine.....oz. 2.00
Extract, Logwood, bulk 24 lb. box .10....lb. .11
¼ lbs., .15; ½ lbs., .13; 1 lb.....lb. .12
Eyestones.....doz. .36
Ferratin, powder or tablets, 25 ozs., 75...oz. .85
Flowers, Arnica.....lb. .14
Blue Century.....lb. .75
Calendula.....lb. .50
Chamomile, Roman.....lb. .25
German.....lb. .28
Elder.....lb. .20
Kousso.....lb. .50
powdered.....lb. .60
Lavender.....lb. .12
Malva Black.....lb. .80
Malva Blue.....lb. .50

Flowers, Mullein.....lb. .85
Orange.....lb. 1.00
Rose, Red, French.....lb. 1.00
Rosemary.....lb. .80
Saffron, American.....lb. .40
Spanish, Valencia, lbs. 12.50.....oz. .85
Formaldehyde.....lb. .65
Gambier, mats. .6.....lb. .9
Gamboge.....lb. .70
powdered.....lb. .80
Garlic.....string .25
Gelatin, Cooper's.....lb. .50
French white.....lb. .50
Glass Wool, for filtering acids.....oz. 1.25
Glucose.....lb. .10
Glycerin, C. P., 30° can 50 lbs 14½.....lb. 16.18
Gold Chloride, 15 gr. bot.....doz. 5.20
and Sodium.....doz. 2.70
Goose Grease.....lb. .75
Green, Paris, kegs .14.....lb. .17
Guaiacol, lb. 4.50.....oz. .35
Carbonate.....oz. 1.50
Salicylate.....oz. 1.60
Guarana, powdered.....lb. .75
Gum, Aloes, Cape.....lb. .12
" " powdered.....lb. .20
Curacoa.....lb. .8
Socotrine.....lb. .35
Socotrine, powdered.....lb. .45
Asafœtida.....lb. .25
Gum, Arabic, 1st.....lb. .72
powdered.....lb. .62
2d.....lb. .50
powdered.....lb. .60
3d.....lb. .40
4th.....lb. .35
sifted sorts.....lb. .35
sorts.....lb. .30
Benzoin.....lb. .45
Catechu.....lb. .12
Chicle, bag .30.....lb. .38
Damar.....lb. .30
Guaiac.....lb. .35
powdered.....lb. .45
Gamboge.....lb. .70
powdered.....lb. .80
Kino.....lb. 3.25
powdered.....lb. 3.35
Myrrh.....lb. .35
powdered.....lb. .45
Opium.....lb. 2.50
powdered.....lb. 3.50
Shellac, D. C.....lb. .35
Garnet.....lb. .35
Tragacanth, Aleppo No. 1.....lb. .80
" " powdered.....lb. .90
" " No. 2.....lb. .70
" " powdered.....lb. .80
" Turkey, sorts.....lb. .80
Gun Cotton.....oz. .40
Gutta Percha, Chips.....lb. 1.50
Hemicranine.....oz. .90
Hemogallol.....oz. .75

Herb, Agrimony, German, lb.. 20.....oz. .25
Arnica Flowers, ozs.....lb. .30
Althea. lb. .16.....oz. .15
Balm, lemon, ozs.....lb. .30
sweet, ozs.....lb. .30
Balmony, Leaves, ozs.....lb. .25
Belladonna, Leaves, ozs.....lb. .30
Bittersweet Twigs, ozs.....lb. .25
Bitter sweet.....lb. .16
Blackhaw, bark of Root, ozs.....lb. .30
Blackberry Ro t, ozs.....lb. .18
Bladder Wrack, ozs.....lb. .30
Blessed Thistle Leaves, ozs.....lb. .27
Boneset, ozs.....lb. .22
Boneset Herb, ozs.....lb. .30
Borage Leaves, ozs.....lb. .35
Broom Top, Scotch, ozs.....lb. .25
Buchu Leaves, ozs.....lb. .30
Buckthorn Back, ozs.....lb. .20
Burdock Root, ozs.....lb. .15
Bugle, Bitter, Herb, ozs.....lb. .30
Burdock.....lb. .30
Calendula, ozs.....lb. .40
Cannabis Indica, ozs.....lb. .30
Cascara Sagrada Bark, ozs.....lb. .30
Catnip, ozs.....lb. .20
Centaury, American, Herb, ozs.....lb. .30
Centaury, Minor.....lb. .20
Chamomile Flowers, German, ozs.....lb. .35
Woman, ozs.....lb. .35
Chestnut Leaves, ozs.....lb. .24
Chiretta.....lb. .25
Cleavers Herb ozs.....lb. .25
Clover Heads, red, ozs.....lb. .30
Coca Leaves, ozs.....lb. .45
Coltsfoot Leaves, ozs.....lb. .25
Comfrey Root, ozs.....lb. .25
Cramp Bark, ozs.....lb. .20
Cranesbill Root, ozs.....lb. .26
Crawley Root, ozs.....lb. .45
Damiana Leaves, ozs.....lb. .35
Dandelion Root, true, ozs.....lb. .25
Doggrass, ozs.....lb. .25
Dwarf Elder Root, ozs.....lb. .40
Elder Flowers, ozs.....lb. .25
Elecampane Root. ozs.....lb. .18
Eucalyptus Globulus, Leaves, ozs.....lb. .25
Fern Root, male, ozs.....lb. .22
Fern Leaves, sweet, ozs.....lb. .22
Feverfew, ozs.....lb. .40
Fleabane Herb, Canada, ozs.....lb. .30
Foxglove Leaves, ozs.....lb. .25
Gentian Root, foreign, ozs.....lb. .20
Gold Thread Herb, ozs.....lb. .60
Golden Seal Root, ozs.....lb. .50
Gravel Plant Herb, ozs.....lb. .25
Grindelia, Robusta, ozs.....lb. .25
Squarrosa, ozs.....lb. .40
Henbane Leaves, ozs.....lb. .30
Hops, 1896 crop, ozs.....lb. .30
Horehound, ozs.....lb. .22
Horsemint Herb, ozs.....lb. .30
Hyssop Herb, ozs.....lb. .30
Indigo Root, wild, ozs.....lb. .25

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Herb, Ivy, American, bark of root, ozs.	lb.	.25
Herb, ground	lb.	.25
Jaborandi, True	lb.	.40
Leaves	lb.	.40
Jamaica Dogwood Bark	lb.	.30
Johnswort Herb	lb.	.25
Lady Slipper Root	lb.	.35
Life Everlasting, ozs.	lb.	.20
Linden Flowers, with leaves ozs.	lb.	.40
Liverwort, German, ozs.	lb.	.30
Leaves, ozs.	lb.	.30
Lobelia, ozs.	lb.	.20
Lovage Root, ozs.	lb.	.35
Maiden Hair, ozs.	lb.	.25
Mallow Low, ozs.	lb.	.34
Marjoram, sweet, ozs.	lb.	.30
wild, ozs.	lb.	.20
Matico Leaves, ozs.	lb.	.55
Mistletoe Leaves, ozs.	lb.	.25
Motherwort, ozs.	lb.	.30
Mullein, German	lb.	.20
Pansy Herb	lb.	.30
Pennyroyal, ozs.	lb.	.20
Leaf, ozs.	lb.	.20
Peppermint, ozs.	lb.	.20
Germ, bulks	lb.	.75
Herb, ozs.	lb.	.24
Pink Root, ozs.	lb.	.40
Plantain Leaves, ozs.	lb.	.30
Poppy Flowers, Red, ozs.	lb.	.75
Prince's Pine Leaf, ozs.	lb.	.26
Pulsatilla, ozs	lb.	.35
Raspberry Leaf, ozs.	lb.	.25
Rue, ozs	lb.	.30
Saffron, American, ozs.	lb.	.50
Sage, lbs.	lb.	.12
ozs.	lb.	.22
Domestic, ozs.	lb.	.30
Savin Leaves, ozs.	lb.	.25
Southernwood Herb, ozs.	lb.	.40
Spearmint, ozs.	lb.	.25
Stramonium Leaves, ozs.	lb.	.24
Strawberry Leaves, ozs.	lb.	.25
Tansy, ozs.	lb.	.22
Thyme, ozs.	lb.	.25
Vervain, ozs.	lb.	.25
Viola tricolor, ozs.	lb.	.30
Wormwood, ozs.	lb.	.35
powdered	lb.	.35
Yerba Santa	lb.	.25
Honey	lb.	.15
Hops, fresh, bulk .20	lb.	.25
Homatropine, Hydrobrom, 5, 10 and 15 gr. vials	grain	.35
Hydrastine	oz.	.90
Hydrogen, Dioxide	lb.	.40-.60
Hyoscyamine, Alkaloid, 5, 10, 15 gr. v.,	grain	.40
Hydrobromate, 5, 10, 15 gr. v	grain	.20
Sulphate, pure amorph, 5, 10, 15 gr. v.,	grain	.20
Hypnal	oz.	1.15
Ichthyol, lb. 6.50	oz.	.50
Indigo, Madras	lb.	.75
Manilla	lb.	.75
Sulphate comp., 9 lb. bot.	lb.	.45
Paste	lb.	.20
Insect Powder, pure, bbls. .37, 50 lbs. 37½, 25 lbs. .38	lb.	.40
Iodine, lb. 3.50	oz.	.30
Iodoform, lb. 4.00	oz.	.35
Iodol	oz.	1.25
Iodopyrine	oz.	1.40
Iodothyrine ozs., 3.40, ½ oz., 3.65; ¼ oz.		3.90
Iron, by Hydrogen, gray, U. S. P	lb.	.70
Carbonate, precip.	lb.	.18
sacch.	lb.	.50
Vallet's	lb.	.30
Chloride	lb.	.35
Sol., U. S. P.	lb.	.14
Tinct., U. S. P.	lb.	.30
Citrate, U. S. P.	lb.	.57
and Ammonium	lb.	.57
and Quinine, lbs., 2.00	oz.	.18
Dialyzed, Solution	lb.	.35
Iodide	oz.	.33
Iodide, Syrup of	lb.	.46
Lactate	oz.	.7
Pertitrate, Solution	lb.	.25
Pyrophosphate, Soluble	lb.	.57
Phosphate, scales, U. S. P.	lb.	.57
Subsulphate (Monsel's)	lb.	.23
Solution, Monsel's	lb.	.17
Sulphate, pure	lb.	.6
exsiccated	lb.	.16
and Potass. Tartrate	lb.	.55
and Ammonium Tartrate	lb.	.62
Isinglass, American	lb.	.65
Russian, true, Beluga	lb.	3.50
Jewelers' Rouge	lb.	.75
Juice Dandelein, Eng.	lb.	1.40
Juice Juniper, Germ	lb.	.25
Juice Lime	gal.	.75
Kamala, purified, powdered	lb.	1.50
No. 2, powdered	lb.	.65
Kaolin	lb.	.8
Kermes Mineral	lb.	1.10
Kola Cordial (Stearns')	doz.	8.00
Kola Nut	lb.	.35
powdered	lb.	.40
Kolabon	doz.	4.00
Kolavin, pints	doz.	8.00
Lactophenin, pow or tablets, 25 ozs., 99	oz.	1.00
Lactucarium	oz.	.20
Lanolin, Liebreich (Wool Fat), 10 lbs. .95	lb.	1.00
Lead, Acetate, white	lb.	.14
Carbonate	lb.	.12
Iodide	lb.	.25
Red	lb.	.10
Subacetate, Sol.	lb.	.15
Litharge	lb.	.12
Leaf, Aconite	lb.	.20
Eng., 1 lb. bottles only	lb.	1.25
Arbor Vitae	lb.	.20
Bay	lb.	.12
Leaf, Belladonna	lb.	.25
Eng., 1 lb. bottles only	lb.	1.15
Blackberry	lb.	.25
Butternut	lb.	.15
Buchu, long	lb.	.25
short	lb.	.16
Castor Oil	lb.	.30
Cherry Laurel	lb.	.40
Chestnut	lb.	.23
Coca, Huanuco	lb.	.30
Truxillo	lb.	.25
Conium	lb.	.16
Damiana	lb.	.30
Digitalis	lb.	.20
Eng., 1 lb. bottles only	lb.	1.15
Eucalyptus	lb.	.15
Hyoscyamus	lb.	.25
Eng., Annual, 1 lb. bottles only	lb.	1.15
English Biennial, 1 lb. bottles only	lb.	3.00
German, bulk	lb.	.25
Jaborandi, true	lb.	.45
Laurel, true	lb.	.15
Matico	lb.	.40
Patchouli	lb.	.60
Senna, Alexandria	lb.	.33
Senna, Tinnivelly	lb.	.20
India	lb.	.15
Stramonium	lb.	.20
Uva Ursa	lb.	.12
Witch Hazel	lb.	.18
Leeches, Swedish, per 100, 4.00	doz.	.60
Licorice, P. S.	lb.	.30
Corigliano	lb.	.32
Figaro, 1 kilo. 25 or 80 to box	box	.65
Lime, Chlorinated, bulk, bbls. .3	lb.	.05
1 lbs	lb.	.9
Lithium, Bromide	oz.	.25
Carbonate	oz.	.25
Citrate	oz.	.25
Iodide	oz.	.57
Salicylate	oz.	.22
Litmus	lb.	.40
Lunar Caustic, pure, lb. 8.00	oz.	.52
in cones	oz.	.07
Lupulin, American	lb.	.75
" German	lb.	.50
Lycetol, 10 ozs. 3.80	oz.	4.25
Lycopodium, Pollitz, 10 lbs. .38	lb.	.45
Lysol	lb.	.60
Mace	lb.	.55
Magnesium, Calcined	lb.	.60
heavy	lb.	.65
Carbonate, ¼ lbs.	lb.	.16-32
2 oz.	lb.	.18-24
S. S.	lb.	.50-60
Citrate, gran.	lb.	.50-75
Sulph. (Epsom Salt), bbls. .1¼	lb.	.3
Manganauro, 1 oz. bots.	doz.	3.00
Manganese, Black Oxide	lb.	.4-8
Hypophosphite	oz.	.20
Sulphate	oz.	.5

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Oil Lavender	Oil Rosemary, Eperle	Musc Baur
Orris Root, Florentine Bold		Rose Leaves, Red

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Manna, large flake	lb.	.70
small flake, 5 lbs. 38	lb.	.42
Mannite	lb.	1.25
Marble Dust	bbl.	1.50
Menthol, lbs. 2.25	oz.	.30
Mercaure, 1 oz. bots	doz.	8.00
Mercury, 5 lbs. .60	lb.	.65
Ammon	lb.	.97
Bisulphate	lb.	.60
Chloride, Corrosive, 25 lbs. .68	lb.	.70
powdered, 25 lbs. .75	lb.	.80
Calomel, 10 lbs. .75	lb.	.80
with Chalk	lb.	.8[illegible]
Iodide, Proto., lbs., 3.50	ozs.	.22
Bin., lbs. 3.75	ozs.	.25
Oxide, Red	lbs.	.92
Pill (Blue Mass)	lbs.	.41
powdered	lbs.	.54
Herring's English	lbs.	1.25
Methyl, Acetate	oz.	.45
Bichloride	oz	.65
Iodide	oz.	1.00
Oxide, Acetate	oz.	.50
Oxide, Salicylate	oz.	.65
Methylene, Bichloride	oz.	.65
Milk Sugar, powdered, 10 lbs. 16	lb.	.20
Morphine, Acetate	oz.	2.20
Muriate, ½s	oz.	2.20
Sulphate, ½s., P. & W.	oz.	2.20
2¼ oz., cartons (10 ozs. $2.05)	oz.	2.15
Moss, Iceland	lb.	.12
Irish	lb.	.15
Musk, Tonquin, Pods	oz.	14.00 20.00
grain	oz.	24.00 30.00
Naphtha, Wood	lb.	.24
Wood, 95 p. c. bbls. .80	gal.	.90
Naphthaline, balls, 50 lbs. .3¼	lb.	.4-6
flakes or squares	lb.	.5-.6
Naphthol	oz.	.18
Narceine	oz.	10.00
Nickel, Bromide	oz.	.35
Carbonate	oz.	.25
Chloride	oz.	.20
Metallic	oz.	.25
Nitrate	oz.	.18
Oxide, pure	oz.	.75
Sulphate	oz.	.10
Nitro-Glycerin, Solution, lbs., 1.10	ozs.	.12
Nosophen	oz.	1.50
Nutgalls	lb.	.20
powdered	lb.	.30
Nutmegs	lb.	.60
Nux Vomica	lb.	.10
powdered, pure	lb.	.25
Oakum, bales, 50 lbs. .08	lb.	.12
Oatmeal	lb.	.6
Oil, Almond, Bitter, lbs. 7.00	oz.	.60
Sweet, True, 5 lbs. .87	lb.	.40
Amber, crude	lb.	.25
rect	lb.	.40
Anise	lb.	2.00
Oil, Bay, American, bot. 22 ozs. 5.00	oz.	.35
West Indies, bot. 23 ozs. 8.50	oz.	.50
Benne	gal.	1.10
Bergamot	lb.	2.00
Oil Bergamot, 1 lb copper cans	lb.	2.25
Sanderson's	lb.	2.50
Cade	lb.	.30
Cajeput	lb.	.75
Capsicum	oz.	.50
Caraway	lb.	1.75
Cassia	lb.	2.25
Castor, 40 lb. can .14½	lb.	.16
Chaulmoogra	lb.	2.50
Cinnamon, Ceylon, lb. 14.00	oz.	1.10
Citronella	lb.	1.25
Clove, 5 lbs. 60	lb.	.75
Cocoanut, 10 lbs. .18	lb.	.20
Cod-liver, N. F., kegs 25 gals. .85	gal.	1.00
Norwegian, bbls. 30 gals. 25.00	gal.	1.25
Copaiba	lb.	1.10
Cottonseed	gal.	.45-50
Croton	lb.	1.50
Croton, Eng	lb.	1.75
Cubeb, Amer	lb.	1.25
Cumin, lb. 4.50	oz.	.35
Erigeron	lb.	1.25
Eucalyptus, Australian	lb.	1.40
Fennel	lb.	1.75
Fish Bank	gal.	.35
Straits	gal.	.25
Geranium, Turkish	lb.	4.50
French	lb.	8.00
Prepared	lb.	16.00
Juniper berries	lb.	1.75
Wood	lb.	.60
Lard, No. 1	gal.	.75
Lavender Flowers	lb.	1.60
Chiris	lb.	1.75
Garden	lb.	1.10
Lemon	lb.	1.40
1 lb. copper cans	lb.	1.50
Sanderson's	lb.	1.75
Lemongrass	lb.	1.10
Linseed, Boiled, by bbl	gal.	.43
Raw, by bbl	gal.	.40
Mustard, Essential, lb. 6.50	oz.	.50
Mustard, Expressed	gal.	.75
Neatsfoot	gal.	.90
Neroli, Bigarade	oz.	2.25
" Chiris	oz.	2.50
" Petale	oz.	2.75
Olive, Malaga	gal.	.90
Oil, Olive, Fine Salad, 3 gal. cans, 2.10	gal.	2.25
Orange, Bitter	lb.	4.25
Sweet	lb.	2.00
" 1 lb. copper cans		2.25
Origanum, pure	lb.	.85-1.10
Palm	lb.	.20
Patchouli, lb. 7.50	oz.	.65
Pennyroyal, 5 lbs., 1.15	lb.	1.25
Peppermint	lb.	1.80
Hotchkiss	lb.	2.00
Redistilled	lb.	2.25
Petroleum, Crude	gal.	.25
Lubricating	gal.	.20
Refined	gal.	.12
Pimento, lb. 2.25	oz.	.20
Rhodium, true, lb. 10.00	oz.	.75
Rose, Kissanlik	oz.	7.50
Botu Pappazoglou	oz.	7.00
Rosemary, Eperle	lb.	1.50
Trieste	lb.	.60
Rue, lb. 3.00	oz.	.30
Sandalwood, W I	lb.	3.50
Eng	lb.	6.00
Sassafras	lb.	.50
Savin	lb.	1.40
Spearmint	lb.	2.50
H. G. H	lb.	3.75
Sperm, Winter, Blea	gal.	.75
Spruce	lb.	.50
Tansy	lb.	2.25
Thyme, white	lb.	1.40
Turpentine	gal.	.40
Valerian	oz.	.65
Verbena, true	oz.	.50
Whale	gal.	.75
Wintergreen	lb.	1.50
Wintergreen, true	lb.	2.25
Wormseed	lb.	2.25
Wormwood	lb.	3.50
Ointment, Mercurial, ¼ M.	lb.	.50
½ M.	lb.	.38
Citrine	lb.	.45
Oleate, Mercury, 20%, lb. 3.00	oz.	.25
20% and 5% and Morph.	oz.	.50
Morphine, 5%	oz.	.40
Zinc, powd., lb. 2.50	oz.	.25
Opium, see Gum.		
Papain, purified B. & S.	oz.	1.25
Papoid	oz.	3.00
Paraffine	lb.	.15
Pastilles, Black Fumigating	lb.	.40
Red Fumigating	lb.	.45

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Paraldehyde. ¼ lb. bots.	lb.	1.85
Pelletine, Muriate, 1 and 5 gr. vials	grain	.35
Pental, 10 gramme vials	each	.75
Pepper, Black	lb.	.10
powdered	lb.	.15
Pepsin, Saccharated, lb. 1.50	oz.	.15
Pure, lb. 10.00	oz.	.75
Phenacetin (25 ozs., .95)	oz.	1.00
Phenocoll, Hydrochloride, 25 grammes	vial	1.50
Phosphorus	lb.	1.00
Pilocarpine, Muriate, 5, 10 and 15 gr. vials	grain	.8-.10
Piperazine, pure, 16 ozs. 3.80	oz.	4.25
In tubes, Scherings 10 grammes	tube	1.50
Piperin	oz.	.57
Pitch, Black	lb.	.6
Pitch, Burgundy	lb.	.10
Plaster, Calcined, bbl. 2.00	lb.	.3
Adhesive	yd.	.15-.20
Belladonna	lb.	1.25
Galbanum U. S. P.	lb.	.60
Lead	lb.	.38
Mercury U. S. P.	lb.	1.00
Poppy Heads	lb.	.18
Potassa, Caustic White	lb.	.35
Potassium, Acetate, bot incl	lb.	.36
Bicarbonate	lb.	.14
Bichromate	lb.	.14
Bromide, 5 box .46	lb.	.48
Carbonate	lb.	.12
Chlorate, Eng	lb.	.15
powdered	lb.	.16
Citrate	lb.	.50
Cyanide, Fd.	lb.	.45
Hypophosphite, lbs. 1.40	oz.	.15
Iodide, 5 lbs. 2.50	lb.	2.60
Nitrate, Gran	lb.	.10
Permanganate	lb.	.30
Prussiate, Red	lb.	.55
Yellow	lb.	.27
Sulphuret	lb.	.18
Propylamine	oz.	.55
Quinine, Bromide	oz.	.50
Muriate	oz.	.50
Tannate	oz.	.35
Valerianate	oz.	.55
Sul., bulk, (B. & S. 100 oz. cans, 18)	oz.	.19-.20
1 ounce vials, B. & S.	oz.	.25
P. & W.	oz.	.29
Bisulphate, 5 oz. can .20	oz.	.25
Quinidine, Sul.	oz	.75
Resin, Common	lb.	.4
Jalap	oz.	.60
Leptandrin	oz.	.30
Podophyllin, lb. 4.00	oz.	.35
Scammony, U. S. P.	oz.	.40
White	lb.	.6
Resorcin, White, P. & W. lb. 2.35	oz.	.25
Rochelle Salt, 50 lbs. 22½	lb.	.25
Root, Aconite	lb.	.20
Althea, cut	lb.	.25
Belladonna	lb.	.20
Berberis aquifolium	lb.	.35
Root, Bitter	lb.	.28
Blackberry	lb.	.20
Black Snake	lb.	.20
Blood	lb.	.35
Burdock, crushed	lb.	.20
Calamus, Sliced, White	lb.	.40
Calumba	lb.	.20
Canada Snake	lb.	.40
Cohosh, Black	lb.	.15
Colchicum	lb.	.25
powdered	lb.	.30
Coltsfoot	lb.	.40
Comfrey, crushed	lb.	.20
Curcuma	lb.	.15
Dandelion, cut 5 lbs., .17	lb.	.22
Elecampane, 5 lbs., .13	lb.	.15
Galangal, 5 lbs., .10	lb.	.12
Gelsemium	lb.	.20
Gentian, 10 lbs., .9	lb.	.10
ground, 5 lbs., .12	lb.	.15
powd., 5 lbs., .14	lb.	.16
Ginger, African	lb.	.10
powd., 5 lbs. .14	lb.	.16
Jamaica, Bleached, 5 lbs., .27	lb.	.30
bl. powd., 5 lb., .32	lb.	.35
Unbleached, 5 lbs., .23	lb.	.25
powd., 5 lbs., .28	lb.	.30
Ginseng	lb.	4.25
Golden Seal	lb.	.40
Gold Thread	lb.	.60
Hellebore, Black	lb.	.15
White, powd., 5 lbs., .15	lb.	.16
Indian Hemp, Black	lb.	.25
White	lb.	.20
Ipecac	lb.	1.75
powdered	lb.	1.85
Jalap	lb.	.30
powdered	lb.	.35
Kava Kava	lb.	.30
Liquorice	lb.	.16-.20
powdered, 5 lbs., .12	lb.	.15
Lily of the Valley	lb.	.25
Lovage, select	lb.	.75
Male Fern, select	lb.	.25
Mandrake	lb.	.18
powdered	lb.	.22
Masterwort	lb.	.25
Mugwort	lb.	.18
Musk	lb.	.50
Nettle	lb.	.20
Orris, Florentine	lb.	.20
" powdered	lb.	.25
fingers	lb	1.00
infant	lb.	2.75
Verona, powdered	lb.	.25
Pareira Brava, true	lb.	.18
Parsley	lb.	.20
Pellitory	lb.	.40
Root, Pink	lb.	.40
Pleurisy	lb.	.20
Poke	lb.	.18
Pond Lily, White	lb.	.25
Yellow	lb.	.25
Queen of the Meadow	lb.	.20
Rhatany	lb.	.27
Rhubarb, China	lb.	.75
" China, cut	lb.	1.00-2.00
powdered	lb.	.75-1.25
Sarsaparilla, Hond	lb.	.35
" cut	lb.	.40
Mexican	lb.	.15
gro	lb.	.30
Senega	lb.	.40
Squill, select	lb.	.16
Stillingia	lb.	.18
powdered	lb.	.25
Unicorn	lb.	.40
Valerian, English	lb.	.42
" German	lb.	.20
Virginia Snake	lb.	.45
Yellow Dock	lb.	.16
Zedoary	lb.	.18
Rum, Bay, pure, imported, ½ bbls. 2.35, 10 gals. 2.40, 5 gals. 2.50	gal.	2.65
Bay, essence	lb.	3.00
Saccharin, lb. $16.50	¼ oz. tin	1.00
Salacetol	oz.	.60
Salicin, lb. 3.00	oz.	.32
Salipyrin	oz.	1.25
Salol, lb. 3.50	oz.	.36
Salophen, 25 ozs. .95	oz.	1.00
Santonin, lb. 3.75	oz.	.38
Scopolamine, Hydrobrom, G.Ph. (identical with Hyoscin, V. S. P.), B. & S., 5, 10 and 15 grain vials	grain	.15
Seed, Anise, Italian	lb.	.15
Star	lb.	.35
Angelica	lb.	.30
Burdock	lb.	.25
Canary, Sicily	lb.	4½
Cardamom, Aleppy	lb.	1.30
Cardamom, Malabar	lb.	1.25
Mangalore, bleached, extra	lb.	1.50
Celery	lb.	.15
Colchicum	lb.	.20
powdered	lb.	.25
Conium	lb.	.25
Coriander	lb.	.12
Cumin	lb.	.18
Fennel	lb.	.15
Fenugreek, powd., 25 lbs. .07	lb.	.10
Flax, cleaned, bbl. 5.50	lb.	.4
ground, bbl. 3½ lb.	lb.	.5
Hemp, bag, 3.50	lb.	.5
Henbane	lb.	.40
Jambul	oz.	.25
Larkspur	lb	.75
Lobelia	lb.	.25
powdered	lb.	.30

AMMONOL

Analgesic, Antipyretic and Stimulant. Ammonol May be Obtained from All Leading Jobbers.

THE AMMONOL CHEMICAL CO., NEW YORK, U. S. A.

AMMONOL AND COMBINATIONS—Ammonol Powdered, Ammonol Lithiated Tablets, Ammonol Tablets, Ammonol Salicylate, Ammonol Peptonate Tablets, Ammonol Salicylate Powdered (in one ounce bottles only), Ammonol Bromide Tablets, Ammonol Camphorated Tablets, Ammonol with Camphor and Codeine Tablets, Ammonol et Ipecac et Opium Tablets, in five grain flat oval tablets, put up in one ounce bottles.

Ammonol is one of the products of Coal-tar, and differs from the numerous similar products in that it contains Ammonia in active form. As a result of this, **Ammonol** possesses marked stimulating and expectorant properties. The well-known cardiac depression induced by other antipyretics has frequently prohibited their use in otherwise suitable cases. The introduction of a similar drug, possessed of stimulating properties, IS AN EVENT OF MUCH IMPORTANCE. **Ammonol** possesses marked anti-neuralgic properties, and it is claimed to be especially useful in cases of dysmenorrhœa.—The Med. Mag., London.

The words "Ammonol Chemical Co." are blown in every bottle, and every tablet is flat oval in form. Neither Ammonol nor any of the combinations are ever sold in bulk.

SYRINGE BOXES

Of White-Wood, Bass, Oak, Ash, &c.

Fine Work
Low Prices
Prompt Shipments

Estimates and Samples Furnished on Application

Also any other kind of fancy wood boxes made to order. Extensive facilities enable us to guarantee satisfaction. . . .

HENRY H. SHEIP & CO.

1702-10 Randolph St. PHILADELPHIA.

[Established 1870.]

ESSENCE .. OF .. **CHOCOLATE**

A SOLUBLE POWDER

FOR SODA FOUNTAIN USE,

HOT OR COLD,

with which druggists can make the best *Chocolate Syrup* at the low price of

40 Cents a Gallon.

Strongest and Best Flavored CHOCOLATE on the Market.

The essence is packed in 5-lb. tins at 35c. per lb. In large quantities send for quotation. For sale by all leading wholesale druggists' and confectioners' supply houses in the United States and the manufacturers. Sample to make a pint FREE on application to

RUNKEL BROTHERS,

Manufacturers of all Chocolate and Cocoa Preparations; also of Somatose Cocoa and Somatose Chocolate. New York.

LABELS·CALENDARS·CARTONS BEST MADE SEND FOR SAMPLES E·B·READ & SON·BALTIMORE·MD.

SEND FOUR CENTS IN STAMPS FOR SAMPLES OF CALENDARS.

Kindly mention this Journal when writing to Advertisers.

Seed, Lovage	lb.	.65
powdered	lb.	.70
Millet	lb.	.6
Mustard, Black	lb.	.10
White	lb.	.8
powdered	lb.	25-31
Parsley	lb.	.20
Poppy, Blue	lb.	.15
White	lb.	.20
Pumpkin	lb.	.20
Quince, German	lb.	.50
Russian	lb.	.40
Rape, English	lb.	.6
German	lb.	.5
Strophanthus, Green	lb.	1.50
Watermelon	lb.	.20
Worm (Chenopodium)	lb.	.15
(Santonica)	lb.	.16
Seidlitz Mixture, 50 lbs. .18	lb.	.22
Silver, Nitrate, cryst., lb. 8.00	oz.	.53
67 per cent.	oz.	.42
50 per cent.	oz.	.34
Cones	oz.	.67
Soap, Castile, Marseilles, box .7	lb.	10
Mottled, pure, box .7	lb.	.10
White, Conti's, box .11	lb.	.14
powdered, 25 lbs. .32	lb.	.40
Green (Sapo Vir.), 10 lbs. .12	lb.	.15
Eng. Blue Mottled Soap, cases, 112 lbs.		5.00
Soda, Chlor. Sol.	doz.	2.25
Sodium, Acetate, pure gran.	lb.	.20
Bicarbonate, Eng., keg .3	lb.	.5
" Natrona, keg .3	lb.	.5
Bromide	lb.	.60
Carbonate, bbl. .1	lb.	.2½
Citrate	lb.	.91
Hypophosphite, lbs. .1.25	oz.	.15
Hyposulphite, keg .2½	lb.	.5
Iodide, lb. 3.40	oz.	.30
Phosphate, cryst.	lb.	.11
Salicylate	lb.	.55
Silicate, Syrupy, bbl. .2¼	lb.	.5
Sulphate	lb.	.3
Somnal	oz.	.80
Sozoiodol	oz.	1.15
Sparteine, sulph., B. & S.	oz.	1.40
Spermaceti	lb.	.38
Spirit Nit. Ether, U. S. P.	lb.	.46
Spirit Ether Nitrous Conc.	lb.	1.50
Strontium, Nitrate	lb.	.15
Strophanthin, c. p. cryst. 5, 10 and 15 gr. vials	grain	.4
Strychnine, Crystals, ⅛ oz. vials	oz.	1.60
powdered, ⅛ oz. vials	oz.	1.60
Sulphate, ⅛ oz. vials	oz.	1.60
Sulfonal, 25 ozs. 1.25	oz.	1.35
Sulphur, Flowers, bbls. .2	lb.	.3½
Precipitated, Pure	lb.	.16-18
Takadiastase, 1 b $25	oz.	1.70
Liquid, 8 oz. bots.	doz.	6.00
Tannigen, 25 ozs. .65	oz.	.75
Tar, N. C. Pine, Diamond brand, pts.	doz.	.95
Tartar Emetic, powdered	lb.	.40
Terpin hydrate, cryst.	oz.	.10
In bulk	lb.	.70
Thioform, 25 gramme pkgs.	each	.50
Thiol, liquid	oz.	.25
Thiol, powdered	oz.	.75
Thymol, (Thymic acid), lbs. 2.50	oz.	.22
Trional, 25 ozs. 1.40	oz.	1.50
Tuberculin, 1 cc. (4 injections), .75; 6 cc. $3.38; 10 cc., $6.00; 50 cc.		26.25
New, Koch, bot		5.00
Turpentine, Spirits, bbls. .32	gal.	.40
Chian	oz.	.45
Venice	lb.	.30
Urethane, c. p.	oz.	.40
Urotropin	oz.	1.35
Vanillin	oz.	3.00
Veratrine, in ⅛ths ozs.	oz.	3.25
Water, Ammonia, 16°, carboy, .3½	lb.	.6
20°, carboys, 4½	lb.	.8
26° (Conct), carboy, 7½	lb.	10-12
Wax, Carnaruba, No. 1	lb.	.40
Ceresin, yellow, cases, .12	lb.	.15
white, cases, .16	lb.	.20
Japan, cases, .9¼	lb.	.12
White, Star Brand, 60 lbs., .50	lb.	.55
Leonhard's T. L brand	lb.	.55
" <L> "	lb.	.50
Yellow, select	lb.	.42
White Lead, Dry, pure	lb.	.10
Zinc, American	lb.	.10
French	lb.	.10
Whiting, bbls., .¾ lb.	lb.	.3
Witch Hazel Extract, 10 gals., 70	gal.	.80
Wood, Guaiac, rasped	lb.	.6
Quassia, chips, bbl., .6	lb.	.7-12
Red Saunders, bbl., 4	lb.	.6-8
Sandal, ground	lb.	.40
Zinc, Acetate	lb.	.30
Carbonate, Precip.	lb.	.26
Chloride, granular, lbs., .40	oz.	.6
Iodide	oz.	.40
Oxide	lb.	.10
Hubbuck's, 7 lb. boxes, .35	lb.	.40
Sulphate, bbls. .3¼	lb.	.6
Sulpho Carbolate, lbs., .70	oz.	.6
Valerianate, lb., 2.75	oz.	.20

PAINTS AND COLORS.

Black, Coach, in oil	lb.	.18-25
dry	lb.	.15-20
Drop, in oil	lb.	.15-25
dry	lb.	.12-20
Ivory, in oil	lb.	.18-25
dry	lb.	.12-18
in Japan	lb.	.25-45
Lamp, Germantown ass'd paper, ¼ lb., ½ lb., 1 lb.	lb.	.12.00
in oil	lb.	.12-16
Black Lead, E. I., 25 lbs., 6½	lb.	.8
German, 25 lbs., 4½	lb.	.6
Blue, Celestial, dry	lb.	.10
Chinese, dry	lb.	.60
in oil	b.	.55
Paint, in oil	lb.	.9
Prussian, dry	lb.	.50
in oil	lb.	.45
Soluble, 10 lbs., 45	lb.	.50
Blue, Ultramarine, dry	lb.	.20
in oil	lb.	.20
Brown, Sienna, burnt dry	lb.	.4
in oil	lb.	.10-15
raw, dry	lb.	.4
in oil	lb.	.10-15
Spanish, dry, bbls., .1	lb.	.3
Vandyke, dry	lb.	.6
in oil	lb.	.13
Chalk, lump, bbls., .¾	lb.	.3
Green, Chrome, powd., 6 lb. cans, .10	lb.	.12
in oil	lb.	12-16
Paris, bulk, lbs. .13½-15; 1-lbs. .15-18; ½-lbs. .16-20; ¼-lbs. .17-22; in oil	lb.	.22-27
Litharge	lb.	.10
Pumice Stone, bbl., .6	lb.	.8
powdered, bbl., 3	lb.	.8
Putty, in bladders, bbls., .2½	lb.	.2½
Red, Indian, Eng., dry	lb.	.8
in oil	lb.	.10-15
Lead	lb.	.8-10
Orange, mineral	lb.	.12
Rose Lake, Eng., dry	lb.	.25
Pink, Eng., dry	lb.	.15
Tuscan, Eng., dry	lb.	.14
in oil	lb.	.22
Venetian dry, American, bbls., .1	lb.	.2½
Vermillion, American	lb.	.90
Chinese	lb.	.90
English	lb.	.80
Rotten Stone, bbl. .6	lb.	.8
Umber, Burnt, bbl. .1½	lb.	.3
Raw, bbl. .1½	lb.	.3
White China, dry	lb.	.20
Flake, dry	lb.	.15
Lead, dry	lb.	.8
oil	lb.	7-9
Paris, English	lb.	.3
Whiting, bbls.	lb.	.3
Yellow Chrome, dry	lb.	10-15
in oil	lb.	10-20
Golden, in oil	lb.	.16
Ochre, French, dry. bbls. .1½	lb.	.2½
American, dry, bbls. .1	lb.	.2
Zinc, white, dry, American	lb.	.8
in oil	lb.	.10

R. W. PHAIR & CO.

COCAINE, (Zimmers),
ACETANILID,
SALICYLIC ACID,
CHLORAL HYDRATE,
SALACETOL.

16 PLATT STREET, - - NEW YORK.

WHITE CASTILE SOAP.
FALCON BRAND.
Manufactured by LAQUAI & CO., Molfetta, Italy.
WARRANTED
of superior quality and made from pure olive oil. In ordering from your jobber, specify Laquai's Falcon Brand.
ACHILLE STARACE (Sole U. S. Agt.), 76 Pearl St., New York.

$4.20 for $2.00.
TO EXTEND THE SALE OF FLAG SALT
The remedy Par Excellence for Headache and Neuralgia, we will send One Dozen 25c. boxes, One Dozen 10c. packages and 100 Samples, all by express, charges paid, on receipt of $2. The Samples sell the goods. Flag Salt is Safe, Certain, Quick and Pleasant in its action. It delights all who try it. Sample box free. Address
THE FLAG SALT REMEDY CO., Savannah, N. Y.

WHEN YOU SEE THE GOODS
SET UP READY FOR SHIPMENT
THE PROOF IS CONVINCING.
DRUG FIXTURES WE HAVE AT PRICES FROM
$250 to $2,000.

We have every facility for your practical ideas.
If you cannot come, send your floor plan.
WRITE FOR CATALOGUE.
Estimates and designs cheerfully submitted.
AMERICAN STORE FIXTURE CO.,
9 BOND ST., near Broadway, NEW YORK CITY.
Samples set up at our Salesroom.

30c. a Dozen

THE NEW SANITARY NIPPLE

SEE THE BALL TOP?

SEE THE 3 HOLES?

PATENTED ANTI- TRADE 1897 COLIC MARK

30c. a Dozen

Your Best Customers

One of your best friends is the bottle baby. That is, if you can make the bottle baby comfortable and happy. Your best customers are frequently the parents of bottle babies—that is, providing you make the aforesaid baby happy and comfortable.

A nipple is a little, inexpensive thing, but it cuts a great big figure with the happiness and contentment of the bottle baby. It sometimes settles the question as to whether or not you get the steady trade of the parents of bottle babies.

Show the Anti-Colic Nipple to any mother and explain its merits, and she will appreciate your thoughtfulness. She will buy from one to one-half dozen, and the nipple will please her and the baby, too. It will save her a world of worry and vexation and make her think kindly of you. It will bring her to you to buy all the little things that the bottle baby needs.

Sold By All Jobbers.

Manufactured by
Davol Rubber Co., Providence, R. I.
Who Supply Jobbers Exclusively.

Sell the -Right Nipple-

The right nipple is the Anti-Colic Nipple. It is the right one because it is the best nipple ever invented. It is so made that it won't collapse, and thus prevents wind colic. It is a SANITARY nipple. It is made of Pure Para Gum, and is without ribs inside to collect secretions of milk or food. It fits any nursing bottle.

Your wholesaler has the Anti-Colic Nipple in stock at 30 cents per dozen, or can get them for you from the Davol Rubber Co., who now manufacture and control this nipple. They retail at 5 cents and pay you 100 per cent profit. They will bring you many dollars' worth of trade from the parents of bottle babies.

MEINECKE & CO.,
255-257 Greenwich St., New York.

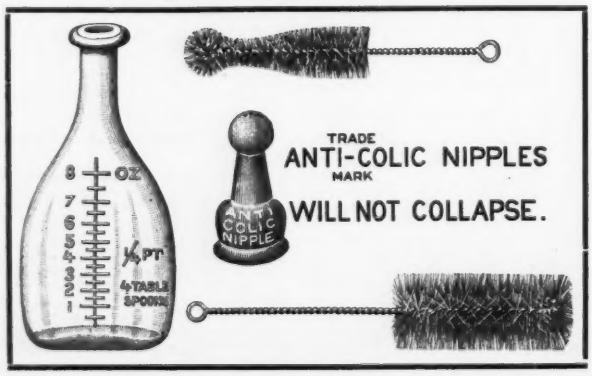
Sold By All Jobbers.

Anti-Colic Nursing Set.

One graduated bottle, one bottle brush, one Anti-Colic Nipple, one nipple brush.

Sold By All New York Jobbers.

SOMETHING NEW.



Each in Box with Handsome Label.

$1.25 Per Dozen,
COMPLETE.

MEINECKE & CO.,
255 & 257 Greenwich St.,
NEW YORK.

We illustrate herewith some of the latest novelties in

"U. S." and "National"

Playing Cards

The Stage Playing Cards (No. 65x), of which a full size Court card is reproduced, is the most attractive edition of Playing Cards ever issued. New and beautiful Court card designs, showing portraits of world-renowned celebrities of the stage. Handsome backs in gold and colors; finest linen stock; double enameled and highly finished, and put up in handsome, embossed cases.

The **No. 39. Trophy Whist,** French size, 2¼ x 3½, is designed and made especially for regular and duplicate Whist. Its large indexes and new panel spot cards have proven popular favorites. A new line of steel-plate designs, printed on enameled tints, will make them more popular than ever.

The **Vanity Fair (No. 41)** and **Hustling-Joe (No. 61),** show illustrations of sports, pastimes, etc., printed on the faces of the entire pack in many colors. A popular novelty.

The cards with the "Poster Girls." **No. 46. New Era,** show a new line of Poster Court cards and handsome panel spot cards. Very attractive and salable.

No. 62. Ye Witches is a new and handsome fortune-telling pack; the significance of the various face cards brought out by appropriate illustrations. Two-color "Witch" backs; enameled and highly finished; put up in embossed telescope cases; instructions for fortune-telling in each pack. Each pack complete for playing all card games as well.

No. 47. Circus is a new Playing Card, in which the staid old Kings, Queens and Jacks have given way to various well-known ringmasters, clowns and queens of the arena; dashing circus designs in many colors; enameled and highly finished; large indexes—for Whist, Euchre and general games; appropriate backs in colors.

No. 555. Full-House Poker Cards contain 11 and 12 spots of each suit. These cards are widely used in Royal Cassino, Fan Tan, Domino Whist, six and eight-handed Poker, Hearts and other full-handed games.

The United States Playing Card Company,
CINCINNATI, U. S. A.

No. 33. **WHOLESALE PRICE LIST OF** **July 1st, 1897.**

"U. S." and "National" Playing Cards.

"U. S." Playing Cards.

No.		Per doz.	Per gro.
999.	**STEAMBOAT** Round corners; two-color plaids, star, bruce, calico patterns.	$ .84	$10.00
999x.	**EX. STEAMBOAT, gold edges**	1.34	16.00
101.	**TIGERS** Extra quality; two-color plaids, star, bruce, calico patterns.	1.00	12.00
101x.	**EX. TIGERS, gold edges**	1.50	18.00
155.	**TOURISTS, hard finish** Set pattern margin backs, reds, blues, greens and browns.	1.50	18.00
155x.	**EX. TOURISTS, gold edges**	2.00	24.00
24.	**LITTLE DUKE Playing Cards** Small size, 1¾ x 1¾; a handsome children's card; round corners; faces in five colors; backs in various colors.	.84	10.00
24x.	**EX. LITTLE DUKE, gold edges**	1.25	15.00
343.	**CADETS** Toy size, 1⅝ x 2½; plaids and calico backs.	.84	10.00
343x.	**EX. CADETS, gold edges**	1.25	15.00
29.	**FAUNTLEROY, size, 1⅝ x 2½** Enameled, ivory finish; character backs; for SOLITAIRE.	1.25	15.00
29x.	**EX. FAUNTLEROY, gold edges**	1.75	21.00
808.	**BICYCLE, ivory finish, highly enameled** Bicycle and other popular designs (registered).	2.00	24.00
808x.	**EX. BICYCLE, gold edges**	2.67	32.00
'45.	**TEXAN** Ivory finish, enameled; Lone Star, Palm Leaf, and other original backs, all colors.	1.84	22.00
'45x.	**EX. TEXAN, gold edges**	2.42	29.00
48.	**PINOCHLE** Enameled; double packs, 48 cards, 7 and 8 spots excluded.	2.00	24.00
64.	**PINOCHLE** Enameled; double packs, 64 cards, including 7 and 8 spots.	2.75	33.00
21.	**JUNIOR, size, 2¼ x 3¼** Ivory finish, highly enameled; known as "Bicycle Juniors."	2.00	24.00
21x.	**EX. JUNIOR, gold edges**	2.67	32.00
1107.	**GAME OF POKER-DICE** A new game, designed for Poker players; consists of 49 cards, dice faces; rules with each pack; popular "Dice" backs.	2.00	24.00
303.	**ARMY AND NAVY "SECONDS"** Linen stock, double enameled; Club backs, reds, blues, greens and browns.	2.00	24.00
89.	**TREASURY "SECONDS"** Double enameled, linen stock; "Cherub" and other Club backs.	2.00	24.00
188.	**CAPITOL** Double enameled; popular Club and fancy backs, all colors.	2.25	27.00
188x.	**EX. CAPITOL, gold edges**	3.00	36.00
707.	**CABINET, double enameled** Linen stock; landscape backs without margins, all colors.	3.34	40.00
707x.	**EX. CABINET, gold edges**	4.00	48.00
202.	**SPORTSMAN'S** Double enameled, linen stock; special Club backs.	3.34	40.00
202.	**SPORTSMAN'S—Series A** Double enameled, linen stock; Club faces; large indexes; steel-plate Persian, Smyrna and Pyramid backs, printed on enameled tints. Put up in embossed telescope cases.	3.34	40.00
202x.	**EX. SPORTSMAN'S, gold edges**	4.00	48.00
39.	**TROPHY WHIST, size, 2¼ x 3½** Double enameled, linen stock; new character faces, with extra large indexes; backs and faces registered.	3.34	40.00
39x.	**EX. TROPHY WHIST, gold edges**	4.00	48.00
93.	**IVORY, extra Whist size, 2¼ x 3¾** Double enameled, linen stock; Whist and Club backs.	3.34	40.00
93x.	**EX. IVORY, gold edges**	4.00	48.00
41.	**VANITY FAIR, picture faces** A novelty; various sports and pastimes illustrated; 53 different subjects. Linen stock, double enameled and highly finished.	3.34	40.00
41x.	**EX. VANITY FAIR, gold edges**	4.00	48.00
61.	**HUSTLING-JOE, picture faces** A veritable burlesque show. Every card illustrated with pictures of different trades and occupations. Backs—"Gnomes" and "Frogs"—printed in two colors.	3.34	40.00
61x.	**EX. HUSTLING-JOE, gold edges**	4.00	48.00
62.	**YE WITCHES Fortune-telling Cards** A new and handsome fortune-telling pack; "Witch" backs in two colors; instructions for fortune-telling in each pack.	3.34	40.00
62x.	**EX. YE WITCHES, gold edges**	4.00	48.00
46.	**NEW ERA Playing Cards** An entirely new series of artistic and graceful picture Court faces; large indexes; two-color steel-plate backs in various beautiful combinations; enameled and highly finished.	3.34	40.00
46x.	**EX. NEW ERA, gold edges**	4.00	48.00
47.	**CIRCUS Playing Cards** A novelty in Playing Cards; the staid old Kings, Queens and Jacks have given way to various well-known ringmasters, clowns and queens of the arena; dashing circus designs in many colors; enameled and highly finished.	3.34	40.00
47x.	**EX. CIRCUS, gold edges**	4.00	48.00
2.	**SKAT** (German faces), 36 cards; double enameled, linen stock; designed especially for Skat and other German games.	3.00	36.00
2x.	**EX. SKAT, gold edges**	3.50	42.00
3.	**GAIGEL (German faces)** 48 cards; for all German games requiring double packs.	3.00	36.00
3x.	**EX. GAIGEL, gold edges**	3.50	42.00
95.	**SPANISH Cards** Barcelona size, 2⅜ x 3⅝; finest parchment paper; hard surface finish; full packs, 48 cards; for Monte and other Spanish games.	3.34	40.00

"U. S." Playing Cards—*Continued.*

No.		Per doz.	Per gro.
65x.	**THE STAGE Playing Cards, gold edges** PROFESSIONAL STARS, ACTORS AND ACTRESSES OF THE STAGE. The most attractive edition of Playing Cards ever issued. New and beautiful Court card designs, showing portraits of world-renowned celebrities of the stage. Handsome backs in gold and colors; finest linen stock; double enameled, highly finished.	$6.00	$72.00
606.	**EX. CONGRESS, gold backs and gold edges** Artistic designs, many colors; over 100 different kinds.	4.00	48.00
303.	**ARMY AND NAVY** Double enameled, linen cards; designed especially for Club use; London Club and other popular Club patterns.	4.00	48.00
505.	**EX. ARMY AND NAVY, gold edges**	4.67	[illegible].00
89.	**TREASURY** "Club series," double enameled, finest linen stock; for Clubs; "Cherub" and other handsome Club backs.	6.00	[illegible]72.00
89x.	**EX. TREASURY** Gold edges; "Floral series;" Daisy, Cornflower and Pansy backs, designed and printed in many colors.	7.00	84.00
89.	**TREASURY—Series A** New edition of Club cards, with extra large I[illegible] indexes; "Cherub" and other Club backs; finest linen stock.	6.00	72.00
89.	**TREASURY—Series B** A new Poker card, with large indexes on all four corners; "Cherub" and other Club backs.	6.00	72.00
89.	**TREASURY—Solo** Thirty-seven cards to a pack; finest "Treasury" stock; "Cherub" and other Club backs.	4.50	54.00
89.	**TREASURY—Euchre** Thirty-two cards and counters to each pack; finest "Treasury" stock; extra large indexes.	4.50	54.00
87.	**BEZIQUE—Series A** Size, 2½ x 3½; Club faces; enameled white backs; finest linen stock; perfect slip.	6.00	72.00
87.	**BEZIQUE—Series B** Junior size, 2¼ x 3¼; with all desirable qualities of Series A.	6.00	72.00
366.	**SQUARED FARO, linen stock** Snow-flake, blue, green and brown, and oth[illegible] F[illegible] backs.	15.00	180.00

"National" Playing Cards.

9.	**STEAMBOAT, round corners** Calico patterns, star and plaid designs.	$ .84	$10.00
10.	**EX. STEAMBOAT, gold edges**	1.34	16.00
11.	**ARROW, extra quality** Two-color Scotch plaids, star [illegible]ace and calico patterns.	1.00	12.00
12.	**EX. ARROW, gold ed[illegible]**	1.50	18.00
1001.	**ALADDIN** Process finish, hard surface; set-pattern margin backs.	1.50	18.00
1002.	**EX. ALADDIN, gold edges**	2.00	24.00
22.	**RAMBLER** Process finish, hard surface; set-pattern m[illegible]ks.	1.50	18.00
23.	**EX. RAMBLER, gold edges**	2.00	24.00
33.	**APOLLO, enameled, aluminum surface** Oak-leaf, Skull and Cross-bones, and other backs, all colors.	1.84	22.00
34.	**EX. APOLLO, gold edges**	2.42	29.00
300.	**PINOCHLE, 48 cards, enameled**	2.00	24.00
600.	**PINOCHLE, 64 cards, enameled**	2.75	33.00
133.	**COLUMBIA** French size, 2¼ x 3½; enameled, aluminum surface; for Whist.	2.00	24.00
134.	**EX. COLUMBIA, gold edges**	2.67	32.00
75.	**NATIONAL CLUB "SECONDS"** Double enameled; Club backs in all colors.	2.00	24.00
175.	**WHIST "SECONDS"** French size, 2¼ x 3½; Whist backs.	2.00	24.00
44.	**CRESCENT, double enameled** Pussy Cat, Pug Dog, and artistic landscape backs, etc.	2.25	27.00
45.	**EX. CRESCENT, gold edges**	3.00	36.00
55.	**BOSTON, double enameled** Linen stock; great variety of Club backs, in all colors.	3.34	40.00
55.	**BOSTON—Series A** Double enameled; printed on enameled tints.	3.34	40.00
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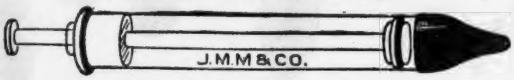

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